## COMMERCIAL CAR JOURNAL



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There's a reason why Chevrolet has gained a reputation as a great company to sell for. Chevrolet knows that salesmen are the backbone of the industry, and treats them accordingly. Real selling effort earns greater rewards with Chevrolet than with any other automobile manufacturer. In 1933, for example, thousands of salesmen went to the World's Fair at Chevrolet's expense. More thousands made

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its.

better incomes than they had ever made before. And those who were outstanding, shared a special bonus of \$73,650.00 between them. So stop being just another automobile salesman. Sign up with the world's greatest selling organization. Year in and year out, you will get more help, sell more cars, and get your hands on more real money.

CHEVROLET MOTOR CO., DETROIT, MICH.

Division of General Motors

## The Truck Retail Code

Motor Vehicle Retail Code Group Tackles Problem of Trade-in Allowance and Finds That It's a Heavy-Duty Headache

#### By JACK FROST

In Charge of Used-Car Guide Development for Motor Vehicle Retail Code

HE proposed truck code of the manufacturers, which was so vigorously opposed by the dealers throughout the country, was turned down at Washington by the N.R.A. and must now be presented by the dealers.

I would like to explain some of the things that enter into the building of a truck code which possibly we haven't thought of. I say that because we have had such a large number of suggestions raised as to how it could be done. I believe, however, that we have exhausted the possibilities as to the various types of formulas that can be employed and we have concluded, after considerable study and time spent with dealers and manufacturers, that it is going to be a very difficult task.

TO begin with, there is no definite point that you can make in the truck field on the basis of weight rating for the simple reason that the great majority of trucks not built by standard passenger car manufacturers are trucks that you might call "tailor-made." So far as the light weight truck is concerned, no one will admit that his truck is a ½-ton truck if he is in competition with a ¾-ton truck.

There has been a good deal of talk about taking all trucks over 1½-ton capacity out of our code and including them in the heavy truck code. The last few issues of the Saturday Evening Post have brought the answer to us. Reo has come out with a 1¾-ton truck, Studebaker is advertising a 1¾-ton. It is a simple matter to shift over and put a truck in the unlimited field, and so far as the difference in dollars is concerned, you have the code open at one end.

THE passenger car formula is not designed to take care of commercial cars. There are 117 types of bodies, and 464 different chassis models in the truck field made today by people still in

MR. FROST presented the following illuminating remarks at the recent meeting of the National Emergency Committee for the Motor Vehicle Retailing Code. They are given here in full because they reveal the big problems which must be solved and the solutions proposed.

The remarks preceded the adoption of a resolution authorizing the National Control Committee of the Motor Vehicle Retailing Code to proceed with bringing all trucks under the code and with providing a method for determining allowance values of all trucks.



Mr. Frost

business. There are 24 manufacturers making trucks with a rating of 1½-tons at least. There are 80 different chassis models in that group. The total number of chassis models in the passenger car Guide Book is less than half of those that would have to be described in a truck guide book. A guide book to cover trucks chassis alone must of necessity be just twice as thick as the present passenger car Guide Book.

I would like to say for everyone on the staff that we do not think it is profitable to build on the Guide Book basis anything sound concerning trucks.



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However, we can go about the building of a time depreciation basis for trucks that is far sounder, at least, than the one presented by the manufacturers.

THE scales the manufacturers proposed to establish are pertinent to our dealers. They had a margin on dollars. That gave you one depreciation schedule. All you had to do was sell the customer a rear view mirror and that might change the classification. A time depreciation scale is the only known thing that can be made to work, and even it presents many hazards so far as making it a simple thing to work out, and so far as preventing the complications that will necessarily arise in view of the truck formula that is developed.

One hundred and seventeen types of bodies of standard description do not include, of course, many hundreds of other types of bodies built in body shops all over the United States. So we get into complications there.

Equipment has a special value on trucks. There are certain types of special equipment that cannot be classed as accessories. It is equipment that has

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a distinct value to the owner and it has to be classed and given a standard rate.

The method we propose to pursue is this, if it meets with approval:

THE first consideration is that no method has ever been provided for determining the age of a truck by means of the descriptive matter, what you might call serial numbers, engine numbers, etc. On the basis of what the descriptive matter tells you, instead of being able to say that a certain truck was a 1931 model, you would find that the same job might carry through a period of two years and sometimes longer. And so, the starting point to determine a truck's age is not possible as it is in passenger cars.

We have, therefore, to rest on the premise that the owner must supply the information as to the date of first purchase. That presents another problem with respect to starting this whole program. Trucks migrate and tracing back to find out the dates of first purchase and making the owner prove it, is just one of the little complications.

The great majority of units consigned by make are easily traceable since they are your passenger car manufacturer's units. However, no other makes of trucks that information will have to be requested of the man who is trading in the truck, and the dealer will have to wait to get it before he can establish the time depreciation list, as against the factory list price.

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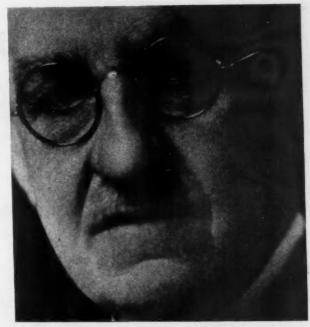
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THE time depreciation scale is a certain amount of per cent each month for each quarter. In order to determine the value of the truck you have to get the factory list price and from that scale down the number of months that the truck is of actual age as against that factory list price. As a consequence, the dealer will have to put both the owner and the buyer off while identifications and evaluations are made.

This presents another complication. The truck manufacturers' proposed code suggested that the only method they knew for getting identification information was to call up the dealer handling the truck to be traded in. Now I can tell you that if a Chevrolet dealer calls a Federal dealer, gives him the identifying numbers and a description of the chassis, and then asks him what year and type it is so he can start in to get a factory list price, he will be telling him practically who the prospect is. This would result in the passenger-

(TURN TO PAGE 38, PLEASE)

National Control Committee of the Motor Vehicle Retailing Code



F. W. A. Vesper St. Louis



Aaron DeRoy Detroit



H. Wangelin Belleville, Ill.

# "Wanna Buy a Duck?"

Mr. Eastman, the Federal Transportation "Czar," Tries to Sell the Industry a Couple of Lame Specimens



#### By GEORGE T. HOOK

Editor, Commercial Car Journal



"Joe" Penner—comedian

POR a long time on the stage and over the radio, "Joe" Penner, the popular comedian, has been trying to sell his duck. To date he hasn't found a buyer.

Now comes Federal Transportation Coordinator "Joe" Eastman with two ducks of his own incubation which he is trying to sell jointly to the truck industry, to the railroads and to Congress. The ducks in question are his proposal to place trucks under federal regulation administered by the Interstate Commerce Commission, and his plan to help the railroads regain much of the less-carload-lot merchandise traffic that was lost to motor trucks.

If Mr. Eastman has as little success selling his ducks as Mr. Penner has had, it will be because they lack something as pedigreed pets, and aren't the sort of good eating that most appetites find agreeable.

It would be unfair to contend that the specimens are more foul than fowl. They are just a trifle feeble. The parentage is above reproach, but something happened in the hatching.

FOR his incubator Mr. Eastman gathered eggs from shippers all over the country. These eggs offered unqualified and overwhelming evidence of the motor truck's superiority as an agency giving satisfactory, efficient and economical transportation service. They should have hatched into something faintly resembling motor truck favoritism, or, at the very least, a hands-off policy to encourage unhampered development. Instead, the final result

gives one the impression that the evidence was scrambled and the ducks pulled out of an Interstate Commerce Commission brief case.

For it remains a fact that the evidence gathered by Mr. Eastman not only constitutes a deafening chorus in praise of the many advantages of motor trucks, and an indictment of rail-

road management's inefficiency, but, more than that, is a scathing arraignment of regulation under federal auspices as administered by the Interstate Commerce Commission.

THIS fact is stated with startling brevity in the coordinator's report dealing with l.c.l. traffic, in these words:

"Patrons [35,468 of them] state that this diversion [of l.c.l. freight—in 1932 the highway volume was twice that handled by rail] is due to lower total charges and to better service with respect to speed, completeness, convenience and safety of lading."

If you prefer to be less brief and more startling, you can add these facts:

"Motor carriers divert considerable traffic from rail l.c.l. service because of the complexity of rail classifications."

"Rail l.c.l. packing requirements frequently are unduly burdensome and act to divert merchandise traffic from rail carriers."

H ERE you have in a few deep breaths the case against federal regulation of the kind inflicted on railroads and which motor trucks might expect. The railroad plight isn't due to truck rate-cutting of a non-compensatory nature, because the report states that in 1932—when most business men were losing their shirts and the railroads had lost everything but their high-hat attitude - "common carriers responding to the questionnaire operated at a profit (above operating expenses and taxes) of \$194,000, which was slightly less than 2 per cent upon the capital invested. Reporting contract haulers in 1932 made a profit of \$710,000 above operating expenses." Eastern and Southern common carriers, a footnote points out, "operated at a 9 per cent and 22 per cent profit respectively."

The plight must be laid directly at the door of regulation. Regulation is responsible for the tariffs, classifications and billing requirements which

COMMERCIAL CAR JOURNAL

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"Joe" Eastman—coordinator



form a mathematical maze worthy of an Einstein. Compare this with the unregulated simplicity of motor truck

practices and then let your mind wander and wonder what's likely tohappen to that vast majority of small truckmen when regulatory red tape is wound around them.

THE need for truck regulation has become more debatable in view of these facts submitted by those most vitally interested - the shippers, the consumers of transportation. Until the truck entered the transportation arena in an organized way, the evidence indicates that the railroads were taking the shippers and, indirectly, the public at large for a very expen-

sive ride, which was paid for through the nose. Along came the truck and then it was the railroads' turn to be taken for a ride, with the shippers enthusiastically playing the part of jockeys and coming in ahead on total costs.

F course, there have been abuses within the trucking industry, but these in themselves are not arguments in support of the railroad contention that in fairness to them all trucks ought to be placed under the same form of regulation as is inflicted upon them. Admittedly, the truck has inherent advantages which enable it to get certain types of business away from the railroads without seeming to try very hard to get it. And the truck can get the business by charging fair rates that return a profit. So, logically, whatever rate-cutting has been practised by truckmen has been at the expense of other truckmen and not at the expense of the railroads. In other words, instability within the trucking industry has resulted only in losses to the truckmen themselves-to those who charged profit-returning rates and lost the busi-

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ness, and those who slashed their rates and lost their profit.

The trucking code is designed especially to cure just such abuses and to bring about stability.

THERE are large commercial truckers who claim that the code, while protecting truckers against each other, won't be a protection against ruthless railroad competition. They hold the opinion that the problem can be solved only by uniform regulation of all forms of transportation.

Where is there any assurance that under uniform regulation the public in-

terest will be served and the truck treated fairly according to its merits? Isn't the I.C.C. record filled with evidence that even with rigid regulation the bars can be let down and favorites can be played?

Ted Rodgers, president of the American Trucking Associations, Inc., speaking at the recent convention of the Chamber of Commerce of the United States, pointed to the fact that of 51,-632 railroad applications

for permission to establish rates or fares on less than the statutory 30-day notice, 44,705 were granted by the Interstate Commerce Commission. The vast majority of these applications were filed to meet bus and truck competition.

"AN analysis of some of these rates," Mr. Rodgers said, "clearly indicates that the purpose behind them is not merely 'to meet' truck rates, but to undercut truck rates. Some typical reductions show decreases ranging as high as 45 per cent.

"There seems to be no question but that these rate reductions are not made to benefit, particularly, the shipper. They are made in line with the antiquated policy of rail management of destroying truck transportation, driving it off the highway and re-establishing the rail monopoly.

"Surely that is not in the public interest."

THEN there's the bus industry's recent experience, the lingering fumes of which should kill any idea that in regulation there is relief from unfair competition. This experience is worth recounting because it appears to prove the astonishing fact that a code offers a greater guarantee of fair competition than does the regulation contained in the Interstate Commerce Act.

The Southern Railway and its affiliated lines petitioned the Commission to permit continuation of its 1½-cent-amile coach fares which were to expire

May 31, and which were instituted to undercut bus operators. The permission was granted despite the fact that all other railroad carriers in the Southern territory expressed themselves as favoring a 2-cent minimum coach rate as being the most desirable. Thus, although 11 railroads wanted a 2-cent fare, the lone railroad desiring a 1½-cent rate was permitted to dictate a passenger-rate policy, because it remains a fact that the other railroads will have to meet the lower rate.

The question of whether or not the rate was reasonable or would be compensatory was not considered. The rail

attitude as expressed by the Southern Railway was that passenger trains must be run by the railroads and any additional patronage can be considered compensatory.

THIS outcome would not have been possible under the National Industrial Recov-

ery Act or under a code of fair competition. So the bus industry, which long has sought federal regulation, has cause to pause and ponder whether regulation is the answer. The suspicion that perhaps it isn't is ably expressed by a bus association official in these words:

"As long as there is this hiatus in the control of the Commission where one railroad, even under the terms of the Interstate Commerce Act, can dictate rate policies for all railroads, it is hard to see that Commission control of the transportation industry compares at all favorably with industrial control under the National Industrial Recovery Act."

And he reaches this important conclusion:

"Certainly the complaint cannot be raised again that rail carriers are subject to strict control while motor carriers are free to make any rate to suit competitive conditions. The shoe would now seem to be on the other foot."

TRUCK operators favoring regulation may well ask themselves if the record of the Interstate Commerce Commission indicates that that body is making an intelligent approach to the problem of rate stabilization. By granting rate cuts designed "to meet motor carrier competition," the I.C.C. not only contributes to greater instability of rates within the railroad ranks, but certainly undermines trucking rates. Because the effect of these reductions is that shippers use them as a club to

chisel lower rates from the truckers. The net result, for which the I.C.C. is to be thanked, is a continual evolution downward in the structure of both rail and truck rates.

And yet Mr. Eastman speaks of "the stabilizing influence of federal regulation"

It's an ugly duckling he's trying to sell.

THE other web-footed specimen—the merchandise report dealing with the recovery of l.c.l. traffic by railroads—is being offered for sale primarily to the railroads, but there is an obvious effort to convince the truck industry that it's a good buy and worthy of the truck industry's support.

Briefly, after analyzing the truckpraising reports of shippers referred to at the beginning of this article, the Coordinator makes specific recommendations whereby the railroads can improve their l.c.l. service and thereby regain lost traffic. The chief recommendations are pooling of all rail l.c.l. traffic, store-door collection and delivery service, increased speeds, simplification of classifications, liberalized packing requirements and rail-highway coordination by contract, joint rates, lease or ownership.

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BY adopting the recommendations, it is argued, the railroads would be able to offer a more economical l.c.l. service for distances in excess of 100 miles. The assumption is made that if "practices causing preventable wastes are eliminated, then highway transportation for distances over 150 miles would not be economically justified with motor vehicles operated at the average cost of their 1932 operations." (The figure used as a basis for this reasoning is 3.344 cents per ton-mile for the common carrier truck.)

A very gratuitous admission is made that even granting the potential economies, trucks will still have the edge for distances under 75 miles. And "highway transportation for distances between 100 and 150 miles generally would be justified under the conditions assumed only when the superiority in speed or the flexibility of the vehicle was worth the additional cost of providing the service."

AND no one has anything to lose, is the closing argument of the report. Why? Well, because the plan would have the effect of "returning to the rails at least 10,000,000 tons of long-haul traffic now moving by highway, and there should (note that it's should, not would) be diverted to the highway an equivalent amount of short-haul tonnage now moving by rail."

(TURN TO PAGE 37, PLEASE)

## Go Get the Gas Guzzlers

Keep on the Heels of Heavy-Footed **Drivers. Jewel Tea Cut Costs With Weekly Bulletin Giving Fuel Records** By D. EDMONDS Rocky Mountain Manager, Jewel Tea Co.

NCE it cost our company \$25 per unit to operate a truck for one week. In this district, the average is now \$7 per unit per week, and into this is figured \$12 every four weeks for depreciation. Therefore, we are saving \$18 a week per unit, or \$540 on 30 trucks, in the city of Denver alone. If this same saving is effected throughout the rest of the country, our company is saving \$13,400 every week which heretofore had filtered away in gasoline, oil

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Those figures tell the interesting story of the attack made by us on operation costs.

Constant vigilance on the cost sheet and a unique system of educating the truck drivers have been responsible for the tremendous savings.

E ACH week every manager in the Jewel Tea Co.'s organization issues a mimeographed bulletin to the drivers of his district. The bulletin is printed on a single sheet of typewriting paper. It is called the "Gasoline Gauge," and it plays an important part in keeping down operation costs to \$364 per year on each unit. Each truck runs an average of 200 miles per week.

On one side of the single-sheet bulletin appear the figures on gasoline consumption for each vehicle. These figures are arranged in six spaced columns. In the first column the identification number of each truck is given. Opposite each number there appears the truck's mileage for the preceding week. In the next column the week finished is compared with the preceding week's

These columns give each driver a chance to compare his gasoline consumption with the other individual units in the fleet.

At the bottoms of the columns are listed the totals and averages of miles traveled, gasoline consumed and miles per delivery. Thus the driver is not only able to check his consumption with individual units but may also compare his truck with the average for the entire fleet. This works up friendly rivalry among the drivers as well as giving them a graphic picture of the fleet operation, bringing them back into line when carelessness leads them to get too far out of the picture drawn by "Gasoline Gauge."

WE found that this comparative sheet which goes into the hands of every driver tends to make each man take a pride in his record. Thus, we use this natural human urge to keep down gasoline costs.

But the bulletin also enables the manager to reach each driver with tips on truck operation that could hardly be passed on without calling a weekly meeting. For on the reverse side of

mileage so each driver may see how his mileage compares with the week before. The number of gallons of gasoline used is listed in the next column and in the next the number of miles per gallon is listed for each unit. The figures in the last column show the number of miles per delivery.

Some Jewel Tea Vehicles



MAY, 1934

#### Two Specimens of the Weekly "Gas Gauge"

G	asoline Gaug	e, Week E	inding Decemb	per 9, 1933		G			nding December	
	Miles	age		Miles	Miles		Mile	age		Miles
	Weeks		Gallons	per	per	_	Weeks		Gallons	per .
Route	11/25	12/9	of Gas	Gallon	Delivery	Route	12/2	12/16	of Gas	Gallon
01	,	145	5	29.0	.9	01	198	250	143/4	16.9
02	309	283	25	11.3	1.4	02	155	185	17	10.9
03		129	10	12.9	.7	03	245	242	16	15.1
04	118	118	10	11.8	./	04	208	206	18	11.4
05	155	107	7	15.3	5	05	135	156	10	15.6
06	199	205	11		.5	06	172	185	11	16.8
07	280			18.6	1.1	07	***	182	17	10.7
08			port W/E 12/2			08	110	145	5	29.0
09	101	145	17	8.5	.7	09	181	175	12	14.6
10	82	86	9	9.6	.3	**10	267	303	16	18.9
	232	230	13	17.7	1.2	11	90	92	6	15.3
11	249	212	20	10.6	1.1	12	178	192	11	17.5
12	305	227	12	18.9	1.0	13	275	173	13	13.3
13	248	310	25	12.4	1.3	14	324		Report W/E 12	
14	197		leport W/E 12/	9		15	189		eport W/E 12/9	
15	203	No Re	port W/E 12/9			16	220	251	14	17.9
16	150	140	10	14.0	.6	17	189	227	14	16.2
17	251	250	12	20.8	2.2	- 18		70	9	7.8
18	204	No Re	port W/E 12/2			19	163	161	9	17.9
19	222	239	14	17.1	1.3	20	157		W/F 10/1	
20	165	169	10	16.9	1.0	20		303	eport W/E 12/1	12.6
21	243	239	13	18.4	1.2	21	206		16	
22	107	116	9	12.9	.6	22	252	236	11	14.8
23	174	138	18	7.7	.6	23	152	170		15.5
24	135	142	8	17.8	.7	24	239	266	16	16.6
25 26 27	185	184	121/2	14.7	.7	25 26	264	279	131/2	20.7
26	156	138	91/2	14.5	.8	26	180	219	12	18.3
27	159		ect Report W/	E 10/0	.0	27	183	244	13	18.8
28	260	239	19		4.4	28	283	319	22	14.5
28 29	158	115	13	12.6	1.4	29	114	117	6	19.5
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Total	5347	420e	Reported W/	E 12/9		31		184	19	9.7
		4306	307	44.1	***	Total .	5454	5532	3651/4	
Average	191	179.4	12.3	14.0	.9	Average	195	205	13.5	15.1

What's happened to our gasoline mileage? Here's what. Some of you men have failed to keep your carburetor adjustment screwed down and others have failed to report their gas purchased on the week it was bought.

Hereafter, I must insist that every man fill his gas tank on Saturday night, include all vouchers in the proper week's remittance, and a correct speedometer reading must be sent in from every route at the close of your week's business. Sincerely, D. Edmonds, Manager,

Well now, that's a little better, that 15.1 miles per gallon of gas, but come on, fellows, we must have at least 16 miles per gallon and this can and will be obtained, providing you pay just a little more attention to this part of your job.

Only one man failed to turn in his speedometer reading as required. I know you won't let this happen again, Baldwin. Remember your gas tank must be filled at close of business each Saturday night, and a correct speedometer reading sent into this office. Sincerely, D. Edmonds, Manager.

"Gasoline Gauge" are printed tips on "Things to Do." For example, when winter is coming on the drivers are warned about watching the choke, watching the alcohol, watching the slippery streets, how to warm up the motor, etc. New traffic ordinances that the driver may have missed are pointed out. There are also brief sentences on routing and any other information that the manager feels the driver should have. This is written up like a friendly letter and is signed by the manager.

WE have found that a reprimand to a driver printed on this bulletin in a friendly fashion will bring good results. And so a driver is publicly reminded when his operating costs are

In order to keep exact check on gasoline consumption, every tank must be filled Saturday night and vouchers for the gasoline turned in along with the speedometer reading. This gives a weekly invoice of the amount of gasoline consumed. Vouchers must also be turned in on greases and oils and on all work done on the fleet. These, going into the office every week, give the manager an instant picture of operating



Mr. Edmonds

costs, consequently giving him a system of control.

A route operating record is kept by entering the amounts, listed on these vouchers, on cards. There is a card for each truck in operation. The card gives a summary of operating costs, both weekly and by the year. It is divided horizontally into fifty-two spaces-one for each week in the year. Vertically, it is divided as follows: Week record, speedometer mileage in the next column, weekly mileage in the next, gallons of gasoline, miles per gallon.

A double line separates these figures from the next columns. These show, in order of their position on the card, gasoline bought, oil and grease, chassis repairs, paint and varnish and body repairs, tires and tubes, accidents, a column for depreciation listing, one for garage and miscellaneous . operating costs and a final column for the total expenditure for each week.

Thus the company has set up a control system that has a number of advantages. An itemized check on expenditures will show where unnecessary leaks are occurring. By comparing one card with the rest and also by striking an average from them each vehicle's performance can be presented to the manager at a moment's notice.

SIMPLY by watching operating costs carefully through use of our operating records we have cut down costs more than 200 per cent. Because we have been able to set up a system by studying our costs, we find that depreciation on our vehicles has been considerably lowered. When a unit begins to show an excessive cost we are able to see this immediately and remedy it. Contrary to general belief, we have found that it is oftener the fault of the equipment than it is of the driver. Generally, a driver will not abuse a truck. But if he does we know this without having to wait until he has piled up costs before tak-

The weekly "Gasoline Gauge" educates the drivers and gets more cooperation from them than any other method we could use.

COMMERCIAL CAR JOURNAL

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## Ears to the Ground

A New Fifth Wheel

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A NEW idea in fifth wheels has been made ready for the market by the Austin Trailer Equipment Co. It features "gravity cushioning." Claims include: elimination of shocks, 50 per cent clutch-load reduction on dead starts, and universal action levelizing tractor and trailer. The wheel was tested on 118 units for two years in the oil fields and elsewhere. We expect complete details for the June issue.

#### A Dashboard Scale

If you are interested in a device which measures the weight of a motor vehicle with load and shows the weight right on the dashboard, we'll gladly put you in touch with the patent-holder's attorney.

#### Truck for Olds Dealers

Back in March under the heading "A Newcomer Coming," this department told you a passenger-car maker not now in the truck field was planning to enter the truck business. We can now tell you the maker referred to was Oldsmobile. But the plans have been changed. G.M.T. is going to handle the truck—a 1½-ton job in 131 and 157-in. wheelbases listing respectively at \$595 and \$625—and franchises on it are available to all Oldsmobile dealers. The model is known as T-16. G.M.T. dealers will also handle it.

#### A Streamlined Ford?

The Ford Rumor Bureau of this department offers what might be termed a long-shot bet. It hears that around August 15 Ford will come out with a 100 per cent stream-lined job with the present V-8 engine and booster brakes. It will, of course, be a de-luxe—probably super-de-luxe—model.

#### For Fractured Floors

If you have any type of floor that needs repairing or resurfacing, you'll be interested in a new material called Amo-



With this informative sign this operator makes good use of the protective "third rail"



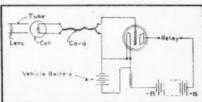
The pump at left is the first diesel fuel pump installed in an American filling station, that of The Associated Co.,

Los Angeles

lastic, developed by the American Oil & Disinfectant Corp. By adding to Amolastic varying quantities of sand, cement and gravel or trapped rock, you can get a surface as soft as rubber for foot traffic or hard as concrete for heavily-loaded trucks.

#### Gassing Eliminator

Hall-Scott is manufacturing its latest type of engine with a boss on the manifold so that the Doering Gassing Eliminator may be installed without the use of adapters.



This is the diagram of the photo-electric cell warning signal mentioned on this page in April. The Paris police department use it on its heavy duty vehicles. It is actuated only by direct light from the car behind which wishes to pass

#### A Two-Cycle Diesel

The Cummins Engine Co. has entered two Diesel engines in the Indianapolis Race, May 30. One is a four-cycle and the other a two-cycle job. Both are four cylindered with bore and stroke of  $4\frac{7}{8}$  x  $4\frac{7}{8}$  in. They will turn up around 2500 r.p.m. and develop 135 hp. for the 364-cu. in. dsiplacement.

#### Converting a Generator

Are you interested in knowing how to convert a regular 6-volt D.C. generator into a 110-volt A.C. generator to furnish extra illumination where needed? If you are, communicate with E. W. Jahn, superintendent, transportation department, Consolidated Gas Electric Light & Power Co., Baltimore, Md. He revamped a Model A

Ford generator at a total cost of \$35. It handles three 50-watt lamps.

#### Do Truck Ads Pay?

Joseph Weiner, London advertising expert, was awarded \$80,000 for the idea of using the Railway Express Agency trucks for advertising posters. The award was made in settlement of a suit. When he submitted the idea in 1928, he estimated that the annual profit would exceed \$1,000,000.

#### Sealed For Life

A trend toward totally enclosed rear wheel and pinion bearings lubricated for life has been initiated by New Departure with the announcement of two such bearings—sealed for life. They are self-lubricated with own special grease, and forever proof against neglect or wrong lubrication and oozing grease to cause slipping brakes.

#### **Book for Truckmen**

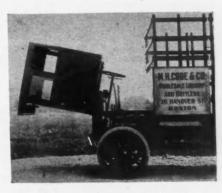
The Traffic Publishing Co., Inc., New York, has published "The Motor Truck Red Book and Directory." It contains 725 pages of practical truck information and a directory of motor truck carriers. Ten dollars will bring it to you.

#### Overdrive Transmissions

C. D. Peterson, Spicer executive engineer, makes this prediction: "Ground helical gears have reduced gear noise to such an extent that the major criticism of overdriving has been eliminated. This, together with the increased life offered by well-designed helical gears will, no doubt, bring about a wider use of overdrive transmissions."

#### Orchids to Seward

You really should have a copy of a promotional piece just issued by The White Co. The entire piece—cover and contents—imitates the style of *Time*, you know, The Weekly Newsmagazine. It's really a swell, smart and significant effort. If you want a copy ask Stanley Seward, The White Co., Cleveland, Ohio.—G.T.H.



The tilting camel-back cab is a 24-yearold idea. Here's the Hendrickson 1910 version



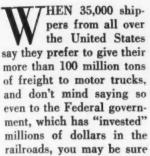
"As now conducted, highway transportation of merchandise is really more economical than rail for all distances."—Eastman Report.

## 35,000 Shippers Can't Be Wrong

THIS analysis of the recently issued merchandise report of the Federal Coordinator of Transportation bolsters the claim of motor trucks as a major power in our transportation system. The facts, the first of their kind ever to be gathered, are something for legislators to bear in mind when they are asked to restrict the services which trucks are performing better and more economically than other agencies.—Editor.

# 35,000 Shippers Swear

By Trucks, Not at Them, and Declare That Store-Door Delivery and Pickup Are Trucking Aces Back-to-Back



they've got good reasons for feeling as they do.

Being hard-headed business men they're not keeping their freight away from railroads because they have a petty grudge against them. They are giving it to trucks for the sound reasons that trucks will serve them better in more ways than one, and the cost, when all things are considered, will be lower.

In reports made to the Section of Transportation Service of the Federal Coordinator of Transportation by 35,468 shippers controlling the movement of 112,142,038 tons of freight, the facts give motor trucks support for their claim to consideration as a major power in this country's transportation system, and one whose services should be encouraged instead of restricted.

THESE facts, hitherto just guessed at on the basis of spotty information, can be analyzed briefly.

The 112,142,038 tons of freight moved were distributed among railroads, forwarders, railway express and motor carriers as follows:

Type of Service	Tons Moved	%
Railroad C. L.	35,522,731	32
Freight Forwarder.	12,578,131	11
Railway Express	3,477,235	3
Truck (I to 50 miles)	29,525,143	26
Truck (50 to 250		
miles)	24,868,400	- 22
Truck (over 250		
miles)	6,170,398	6
All types	112,142,038	100

It should be noted that the freight handled by trucks amounted to 60,563,941 tons or 54 per cent as compared with 51,578,097 tons or 46 per cent of



combined rail L.C.L., express and forwarder traffic. Also that nearly 31,000,000 tons of the motor-transported freight were moved distances over 50 miles as compared with less than 30,000,000 tons moved 50 miles or less, indicating the popularity of the motor truck as a middle or relatively long-distance carrier as well as a short-haul carrier of merchandise traffic.

THE same shippers stated why they used motor truck freight services, and of the 10 reasons stated, store-door delivery service tied faster services for first place with store-door pick-up service in fourth place just at the shoulder of cheaper total cost. The rest of the field trailed far behind these four leaders. All of the reasons ascribed and the percentage of shippers stating each reason for using motor truck service in order of importance, are as follows:

Reasons for Using	% of
Motor Truck Service	Shippers
1. Faster service	65
2. Store-door delivery	65
3. Cheaper total cost	
4. Store-door pick-up	
5. More flexible or convenient se	er-
vice	43
6. Cheaper packing	21
7. Late acceptance of shipments	21
8. Simpler classification of rates	16
9. Less damage to or loss of freig	tht 11
10. Personal friendship or interest	3

Many of the shippers stated several reasons for using motor transportation, as might be expected.

If the tonnage of freight traffic is considered, the reasons given for using

motor truck freight service place in somewhat different order. This time "storedoor delivery" finishes in a tie with "cheaper total cost" for second place, a little distance behind the firstplace-holder "faster service," with "store-door pickup" in fifth place after "more flexible or conveni-

ent service." The relative position of all the reasons based upon the tonnage represented is as follows:

Reasons for Using %	Tonnag
Motor Truck Service Rep	resente
1. Faster service	73
2. Store-door delivery	67
3. Cheaper total cost	
4. More flexible or convenient ser-	
vice	61
5. Store-door pick-up	54
6. Cheaper packing	
7. Late acceptance of shipments	26
8. Simpler classification or rates	25
9. Less damage to or loss of	
freight	14
10. Personal interest or friendship	

It is significant that based either upon the number of shippers or upon the volume of traffic, store-door pick-up and delivery both ran close to if not actually in foremost position, and that the responses consistently show that more than half of the shippers controlling more than half of the traffic use motor freight service because of the availability of store-door services.

Another significant fact is that storedoor delivery service consistently placed ahead of its stable-mate, store-door pickup.

If the matter is approached from another point of view, that is, the reasons why shippers or consignees do not use motor truck freight service, the importance of store-door freight service is revealed in another light. Only 7 per cent of the shippers and consignees controlling about 5 per cent of the total traffic involved, laid their failure to use motor truck freight service to the incon-

(TURN TO PAGE 38, PLEASE)

DURNAL

## **Tips on Trailers**

"With Tractor-Semi-Trailer Combinations We Can Keep Modern Easier Than With Trucks." — H. D. Horton

### By J. A. DALY

note of the policy of the Horton Motor Lines, Inc., which operates 25 trucks, 80 tractors and 72 semi-trailers in the trucking business, with headquarters at Charlotte, N. C.

Tremendous sums of money have been expended in experiments, surveys, tests and studies involving elaborate cost accounting to satisfy H. D. Horton, head of this corporation, that he was giving the most efficient service to his customers at the least expense to them in keeping with a fair return to the transport organization. Mr. Horton is a member of the trucking industry's national code authority and a vigorous advocate of industrial self-regulation.

"It is silly to stay in any business for the open-eyed purpose of losing money," said Mr. Horton, in the course of an interview when he was at his office on a hurried trip from the code authority's headquarters at Washington.

AMID the jangling of telephone bells and a variety of urgent requests for quick decisions on numerous matters, Mr. Horton emphasized his "keep modern" idea through constant replacements, experiments and cost accounting and added:

"With tractor-semi-trailer combinations we can keep modern easier than with trucks."

He proceeded to analyze his transport problems and to give his reasons for the elimination of truck equipment in intercity hauling. His company constantly is brought into contact with other transport problems, however, particularly in larger cities for pick-up service, which require trucks to assure the most efficient operation.

The main points to be given consideration by any highway transport operator, Mr. Horton suggested, when determining type of equipment to be used, are these:

Flexibility of operations; depreciation; safety; efficiency of loading and unloading; maintenance and service; delays due to accidents and mechanical

#### And a Tip on the Tips

This is an article dealing with the relatively superior value of tractorsemi-trailer combinations in inter-city and other motor transport operations.

Hidden away somewhat, however, is encouragement for the persistent salesman, because one of the largest operators of semi-trailer equipment in the United States admits he abandoned trucks in response to the demand of a hard-headed salesman-friend that he undertake an experiment involving a large purchase.

failures; length of body life; equipment trade-in values and possibilities.

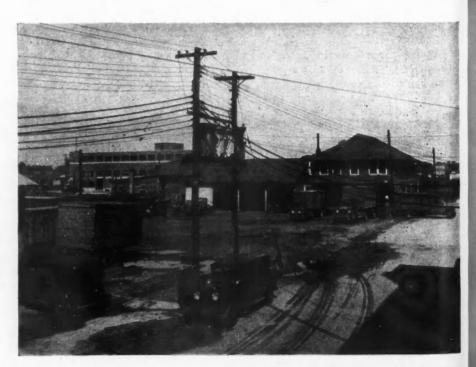
THE Horton company came into existence in September, 1931, taking over a relatively small operation which had become involved in bankruptcy.

Prior to entering this operation, Mr. Horton was a distributor of automobile tires—one of the still youthful pioneers of the Southeast's automotive industry. The bankrupt company operated only trucks, and Mr. Horton immediately set about his experiments with different types of equipment in his quest for greater efficiency as a preliminary to taking advantage of the large possibilities he envisioned for expansion.

This operation originally was over a few rather short lines extending from Charlotte to other Carolina cities. Now the Horton company operates over a network of lines extending along the Atlantic seaboard from New York down.

The tractor-semi-trailer combination is operated on long inter-city hauls.

"I BOUGHT the first six of our 72 semi-trailer units because a friend who was a salesman for the trailer people insisted that I make the experiment," said Mr. Horton, presenting an aside explanation which summarized a lot of moral for the automotive selling fraternity. That was the begin-



COMMERCIAL CAR JOURNAL

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Phila.

Cumberland

Phila.

Phila.

Richmond

Richmond

The map shows the principal routes covered by Horton Motor Lines. Connecting lines greatly extend the scope of service

On the opposite page is a view of the Horton terminal in Charlotte as Mr. Horton would see it looking out of his office window

ning of the end of the Horton company's operating four-wheel trailers and straight trucks of large capacity.

As a result of the experiment with the six semi-trailers, the other equipment was disposed of, except for a few straight trucks for specialized services. In New York City, Philadelphia and Baltimore, because of traffic congestion and difficulties in maneuvering semitrailer combinations, some trucks yet are used.

In inter-city hauling, this company's extensive cost records have shown, the tractor-semi-trailer combination is much safer, more economical and more flexible than the truck, six-wheel truck or the truck-four-wheel-trailer combination.

THE decreased hazard for cargo and drivers in semi-trailer operations is emphasized by these cost records. One objection to the four-wheel trailer combination in severe accidents is the likelihood of the trailer "climbing" the motor truck, with increased damage to equipment and cargo and danger for the drivers, as compared with the semi-trailer. In no accident involving Horton equipment has the coupling of a tractor-semi-trailer combination broken.

Much less wear and tear for the power vehicle are sustained in the semitrailer combination, particularly because the power vehicle sustains only a part of the load, as compared with the truck. At the same time experience has shown that a much more efficient distribution of load weight, compared with other types of equipment for heavy duty, is obtained by semi-trailer operation. This better distribution of load, combined with other factors, results in a much greater service from tires, compared with either the straight truck or the truck-four-wheel-trailer combination.

The Horton cost records cover not only between-city operations but also pick-up and distributing services within cities. However, the heavy-tonnage, long-distance, closely-scheduled operations between cities are the ones of chief concern to the Horton cost accountants. But economies in operations of the semi-trailers are not confined to actual movement between terminals.

THE flexibility of the tractor-semitrailer combination also is emphasized by the Horton organization especially when the trailer is being loaded

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Horton trucks being loaded at the Carolinas terminal of the A. & P. in Charlotte. Trucks in this phase of Horton service cover the Carolinas with high-speed delivery service from warehouse to retail stores

or when the tractor is being serviced or repaired. Furthermore, one or the other of the two-unit combinations may become involved in mechanical difficulties on the highway. From an operating base another unit can be sent out. When the tractor is down, repairs may be made locally while the trailer is hooked to the relief tractor and the unit moves on with minimized delay.

Seldom in this company's operations does it become necessary to transfer a trailer load on the highway. When that is necessary, the tractor bringing the relief trailer moves the damaged trailer back to the base.

WHILE part of the merit of the tractor-semi-trailer combination is in time-saving, a matter of great importance in the Horton operations, it also works for economy in many other respects, such as in the use of relief equipment and loss of operating time of one or the other parts of the unit, as compared with trucks.

In respect to truck-four-wheel-trailer combinations, breakdown for the motor vehicle necessitates truck load transfer to avoid delays even though another and empty power vehicle should hasten away with the loaded four-wheel trailer. The records show that these combinations in cases of breakdown require a much greater use of reserve equipment as well as of manpower.

Of course, equal importance probably would not be attached to some of these factors by operators who are not required to maintain the relatively high-speed schedules of the Horton lines. The basic policy of the Horton organization is not only to maintain these schedules but also to keep the equipment at the highest possible rate of revenue-producing service. That latter consideration has a vital bearing on the problem of keeping down the ton-mile cost and other factors of fixed overhead cost.

ONE of the objections experienced has raised to the four-wheel-trailer combination is that the coupling is

far less dependable than that of the tractor-semi-trailer unit. Also, the former combination is more difficult to bring to a stop quickly, it being found by experience that the semi-trailer unit can be stopped about as quickly as a passenger car.

Immediate economies alone do not limit the concern of the Horton company's cost accountants. The long-pull economies are given equally as careful consideration. This company's experience with the semi-trailers from the long-term viewpoint has been very pleasing. Different rates of depreciation necessarily must be charged for motor and for chassis-body combination. The straight truck must be depreciated as a whole, unless the possibility of installing a new motor is considered. Motor vibration, however, causes in this type of unit a more rapid depreciation of the body. That and other factors tend to make it inadvisable to install new motors in heavy-duty equipment of this type.

#### **Horton Lines**

The main long-distance hauls of the Horton Motor Lines, Inc., and their scheduled running time, are:

North Carolina points to Richmond, or reverse, 8 hours.

North Carolina to Baltimore, 15 hours.

North Carolina to Philadelphia, 20 hours.

North Carolina to New York, 24 hours.

North Carolina to Wilkes-Barre and Scranton, 22 hours.

North Carolina to Cumberland, Md., 22 hours.

Mr. Horton's investigations have shown that his deliveries are approximately the same, in elapsed time for the runs, as railway express.

The Horton lines transported in 1933 an estimated total of 85,000 tons of payload.

THE constant improvement of motor units of tractor-semi-trailer combinations makes advisable rather frequent replacement but the trailer equipment need not be depreciated so rapidly nor replaced so frequently. The body of a truck having a well-built body will outlast the motor, and, irrespective of motor improvements, the trailer of a tractor-semi-trailer combination has a much longer life expectancy than the motor vehicle. Also, when a truck chassis is traded, a good body, not of the type desired by the buyer, must be junked.

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FROM all the angles of the depreciation problem, the tractor-semi-trailer unit has proved most economical for the Horton operations. In fact the company's experience is that the favorable differential in depreciation totals a large amount annually. One of the important contributing factors to this result is the fact that motor-originating vibration does not reach the trailer body or the pay load, giving the trailer body a life substantially longer than is experienced by truck bodies.

N some operations, particularly slow-moving, non-scheduled hauls, some of the objections the Horton company has found to four-wheel trailers may not apply. In some instances state laws may operate against tractor-semitrailer units. Such units, however, have very little to offer for city cartage and numerous other operations, particularly those operations involving dense traffic, short hauls and light loads. Because of the diversity of the products transported by the Horton company and the wide variety of traffic and highway conditions encountered, several sizes of tractor-semi-trailer units are operated by this company, the capacities ranging up to the legal limit.

The company's conclusions relative to the superiority of this unit for the operations involved represent an average of the experience under all the conditions.

# 'Farming' Crops Costs

Fleet Head Says It Pays to Give Repairs to Specialists. Has Ideas on Tire Care, Reclaiming and Governors

Summing it all up, the economical operation of your fleet depends upon watching all maintenance costs closely and keeping them down to an absolute minimum.

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We do not operate our own shop. We believe it cheaper to farm out repairs. We know that to make our own repairs would necessitate a big outlay for tools and equipment and that we would always be faced with the problem of securing the right man to operate the shop. As it is, we are able to consult specialists in their respective lines.

Our figures also seem to bear out our contention. For instance, a five-week period cost us \$97.95 for labor. If we had a one-man shop we would probably pay the man \$30 a week or \$150 for the period. The following month it cost us \$45.15 for labor or less than one-half of what the mechanic's wages would have been.

We furnish all parts used, thereby saving all discounts given. These figures prove to us conclusively that it does not pay to operate your own shop for a fleet of 23 trucks. You might say, "But you would get better work in your own shop." But would you? I doubt it. If the repair man you patronize does not give you a good job, and does not stand back of his work he knows that he will lose your business, which is necessary for his welfare.

THROUGH careful study and experiment we are constantly lowering the cost of operation by reducing maintenance costs. In 1932, for ex-

By C. H. MEYERS

Transportation Manager, Archer's Laundry, Baltimore, Md.



Farming Knocks Off Overhead

ample, Truck No. 11 cost .552 per mile to operate; in 1933 only .331; Truck No. 13 cost .222 in 1932 and .215 in 1933; Truck No. 17 cost .481 in 1932 and .369 in 1933; Truck No. 34 cost .407 in 1932 and .363 in 1933; Truck No. 38 cost .496 in 1932 and .346 in 1933.

The above figures included maintenance, tires, oil, gas and garaging. The garage cost was \$123.41 per unit. The only things not included were depreciation and insurance.

AT one time when a tire wore out, we merely replaced it with a new one and did not know how many miles it delivered. Costs then did not mean half as much as they do today. We can no longer afford hit and miss methods. That is why we set up various forms in order to know what the exact mileage is of each tire.

Our tire record enables us to make an analysis and study how to reduce costs, whether retreading pays, what type of tire gives the best service, what truck is hard on tires and why, ultimately eliminating that type of truck or the driver. But unless accurate records are kept on tire performance you do not know what you are getting for your money.

THE fleet manager has to watch the misalignment of wheels, dragging brakes, and proper inflation, and when you take care of all these various things that go into tire mileage you are adding miles to their life. In 1933, for example, it cost us .0295 per mile to operate four tires.

When a tire is repaired it is remounted on the same wheel and the spare tire is returned to its rack as the spare tires are old tires, with little mileage left in them. The following

(TURN TO PAGE 50, PLEASE)



## Plug Up Your Troubles . . .

At the Old Spark Plug and Get Miles, Miles, Miles of Better Engine Performance

HEN a detective solves a murder mystery he does it by following up clues. If it's a real mystery the toughest part of his job is digging up the clues.

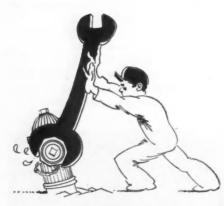
When a mechanic has an engine mystery to solve, he also has got to look for clues. In his case there is a set of ready-made clues which should always be looked into before doing anything else.

These clues are the spark plugs.

They will show him whether the mystery can be solved without going any further, or else they will lead him to one of the many other causes of engine troubles.

If the engine is hard to start, misses at low or idling speeds, or loses power under load, by all means the first place to look for the cause is in the spark plugs. Their condition will tell the mechanic what to do to the plugs and to other parts of the engine mechanism.

Here is a simple and easily-followed table of plug conditions which are gen-



Stops Leaks at Plugs

erally met with when the engine's performance begins going to the bowwows, together with the things that should be done to the plugs and also what else to look for and do.



When sleuthing for engine troubles such as Hard Starting, Missing at Low or Idling Speeds and Power Loss Under Load, the trail should lead first to the spark plugs.....

G AP too wide or too narrow. Electrodes badly worn or burned away.

FIRST—Set gap to manufacturer's recommendation. If plug has been in service for 10,000 miles or more, replace plug. If the electrodes were badly burned in only 5000 or 6000 miles, replace with cooler plug.

ALSO—Check ignition system and battery.

Check carburetor adjustment.

Check timing.

Set distributor points to manufacturer's recommendation.

INSULATOR broke non upper end. FIRST—Installing a new plug is the only remedy. Such breakage can only be caused through carelessness.

ALSO—Use care in removing and installing plugs.

Use a spark plug socket wrench of the proper size, and use it carefully. I NSULATOR cracked or broken on lower end.

FIRST—Installing a new plug is the only remedy. Get correct type. If broken plug is correct type, engine is probably being operated under hotter than normal conditions, and "cooler" plug should be installed.

ALSO—This trouble may be caused by careless work in re-gapping plugs. Make all gapping adjustments by bending the side electrode only.

U PPER part of insulator blackened just above the shell, indicating "blow-by." Lower part of plug not sooty.

FIRST—Type of plug used is much too hot—install a cooler type.

I NSULATOR blistered or "glassy." Insulator shows deposits of reddish or brownish color.

FIRST—Clean plugs; reinstall plugs and test. If condition is habitual, it indicates "too hot" operation; change to cooler type of plug.

ALSO—Check timing.

Check carburetor adjustment.

Check for leaks in intake manifold and in cooling system.

Fuel used may be unsuitable.

I NSULATOR covered with dry black soot.

FIRST—Check for correct type. If



Dry and Clean

COMMERCIAL CAR JOURNAL





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Plug Too Hot

correct type, clean plug. Set gap to manufacturer's recommendation. Reinstall and test plug. If sooting is habitual, replace with hotter type.

ALSO—Check for too rich carburetor adjustment.

Set distributor points to manufacturer's recommendation.

Use choke sparingly; see that it isn't stuck

NSULATOR caked with oily carbon or soot.

FIRST—Check for correct type. Clean plug. Set gap to manufacturer's recommendation. Reinstall plug and test. If condition is habitual or plug of incorrect type, replace with hotter plug.

ALSO—Check for too rich carburetor adjustment.

Set distributor points to manufacturer's recommendation.



Change Plugs Carefully

Use choke sparingly; see that it isn't stuck.

Check for too much oil in case.

Check ignition system and battery. Check timing. Check for leaky or stuck valves.

Check for worn or loose pistons and piston rings.

P LUG oily, but not sooty or carboned—spark gap filled with oil.

FIRST—Dry plug and clean. Set gap to manufacturer's recommendation. Examine plug carefully for cracked insulator. Reinstall plug and test. If plug does not test O.K., the trouble is elsewhere.

ALSO—Check ignition system and battery.

Set distributor gap to manufacturer's recommendation.

Check for too rich mixture. Check timing.

Check for excessive use of choke. Check choke for sticking.

Check for too much oil in case.

Check for loose pistons or rings.

Check for leaky or stuck valves.

MAY, 1934

## **Butane: Bunk or Berries?**

It's the Berries, Says West Coast Expert, Who Sugars His Views With Facts and Butters Them With 'Buts'



Not Bunk . . .

BELIEVE that the first really satisfactory use of butane on a commercial motor vehicle took place in August, 1930, when we fitted our butane carburetor to a double decker bus operated by the Los Angeles Railway Co. The tests made enabled us to get together figures on fuel consumption and power, from which were drawn some useful conclusions.

The figures disclosed a remarkable increase of power, due to the use of butane fuel, but the fact that the biggest increases were at high speeds showed that a large percentage of the power increase was due, not to any special virtue of the butane, but to poor gasoline carburetion. The venturi of the gasoline carburetor was far too small for high engine speeds, which reduced the volumetric efficiency of the engine, but even at low speeds, the power increase was very noticeable.

A POINT of considerable interest was that the increase of power on butane was least at speeds of 20 and 25 m.p.h.—say 1000 to 1300 r.p.m. This seems to be a characteristic of the fuel; it pulls exceptionally well at very slow speeds and also at high speeds.

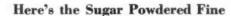
It would be reasonable to say, for any engine, that the power with butane and gasoline would be the same if the compression were not raised, and would be

## By G. L. HOLZAPFEL

President, Holzapfel Instrument Co., Los Angeles, Cal.

from 15 per cent to 25 per cent more if the compression were raised from, say,  $4\frac{3}{4}$  to 1 to  $6\frac{3}{4}$  to 1. This is our usual practice. Sometimes, in the case of extra good manifolding and gasoline carburetion, there is actually less power developed than with gasoline, whether on high or low compression. Of course, if the compression is raised to a point higher than is admissible with gasoline, the power is considerably greater with butane than it can possibly be with any gasoline that is not especially doped.

I T very often happens that an operator, after raising his engine compression and using Ethyl gasoline, when



Butane is superior in power at very low and high speeds; in fuel economy on high compression and particularly under full-throttle operation; in lower oil consumption and lower maintenance costs.



Mr. Holzapfel



. . . Berries!

not operating on butane, complains that he gets no more power than he does with gasoline. He loses sight of the fact that the comparison should be made between first grade gasoline with low compression and butane with high compression. In such a comparison butane nearly always shows a considerable increase of power and that, after all, is the only fair way to compare the two fuels.

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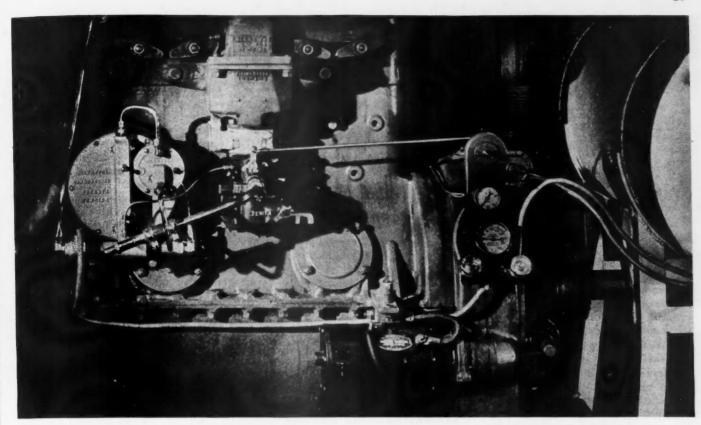
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Owing to the high compression that can be employed with butane, the potential power of this fuel is considerably greater than that of any gasoline available and it is worthwhile for operators to take advantage of this.

LET us now go into the question of fuel consumption.

Butane shows its best comparative economy on high compressions, so that on partial throttle openings it is not working to its best advantage. On the other hand, the distribution troubles of gasoline are least noticeable on partial throttle openings for then the vaporization of gasoline is at its maximum because of the high manifold vacuum. They are most noticeable on full load when the vacuum is least and distribution very bad. Then butane is at its best. Thus, on vehicles running largely on part throttle opening, such as pleasure cars, etc., butane does not give very good fuel consumption economy and usually disappoints the user.



A Butane Carburetor Attached to a Standard Gasoline Engine

BEST results have been obtained with trucks on long runs with heavy loads-over the mountains, where a great deal of the distance is covered on full throttle. A bus runs on full load for less time than a truck; therefore, the fuel consumption advantages of butane are not so great as they would be on a truck. However, the question of comparative consumption of the two fuels is so wrapped up in the questions of engine compression, load factor, manifold design, carburetor adjustment and numerous other factors, that it is almost impossible to predict, with any degree of accuracy, what the economical result of the change-over will be. On the whole, it is best to assume that the miles per gallon on butane will be the same as they were on gasoline; any advantage gained will then be a pleasant addition to those advantages which accrue from the use of a cheaper fuel, less wear and tear and lower bills for lubricating oil, spark plugs, etc.

H OWEVER, it is possible to predict just this much:

Pleasure cars will run from 10 per cent to 25 per cent less distance, gallon per gallon, on butane than on gas.

Buses will run about the same distance (the more stops the better, for then there will be more full throttle operation).

Trucks in light service will run about the same as buses.

Trucks in heavy service will show

and Performance



First Butane Pump

Butane Has Superior Power

MAY, 1934

Above is the first butane-dispensing pump in the country. It is installed in the service station of Park-Hill-Wade Co., Los Angeles, Cal.

A strong, heavy underground tank holds 10,000 gal. of butane. Water, being heavier, is used to force the butane out, at 150 lb. pressure.

The wheel operates a valve on the butane tank and the truck is serviced by means of the hose at right.

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Less Oil Is Consumed

substantially increased economy over gasoline.

Small, over-loaded engines show better butane economy than large, lightly-loaded engines.

In short, butane is the most economical fuel for hard service and for this reason we advocate its use chiefly on trucks, tractors, shovels, etc., although the much smoother operation makes its use very desirable on pleasure vehicles.

BUTANE shows very substantial advantages over gasoline in many directions other than power and fuel economy. Perhaps the most important of these is due to the absence of dilution. Not only does this factor make a very great reduction in the amount of lubricating oil consumed, but the oil retains its lubricating qualities under all conditions. Perhaps the greatest wear in internal combustion engines occurs when they are started from cold and the gasoline in the initial charges washes most of the oil from the cylinder walls. It takes a considerable number of revolutions for the oil pump to get to work sufficiently to splash up more oil on the cylinder walls, and until this happens, the piston is badly under-lubricated.

A number of tests have shown that most of the wear takes place under these conditions and our experience is that wear on moving parts is reduced at least to one-half when butane is used.

One test we made proved that dilution occurs even when the engine has attained its full working temperature and is thus always present in the engine under all conditions. Therefore, when butane fuel is used, a lighter grade of lubricant may be used and much better all-round lubrication obtained.

I N regard to valves and spark plugs, butane shows itself to be the kindest fuel available, increasing by many times their useful service. Carbon deposits are also very much reduced, but there is always some deposit, due chiefly to combustion of the lubricating oil. However, there is so little of it that it is safe to say that there should never be any need to remove the cylinder head until reboring or new pistons are necessary. As wear is so much reduced, this means that, with good care, an engine should never need to be overhauled during its lifetime, for that disease known as obolescence will probably intervene before any of the curable diseases can get a hold. An efficient air cleaner will aid considerably to the possibilities of this desirable attain-

ND now let us deal with the all A important question of supply. As butane requires pressure tanks for its storage and special tank trucks and cars for its distribution, it is necessary for the user to deal with it in larger quantities than is the case with gasoline. Thus the sale of this fuel is at present chiefly restricted to large users who can afford to buy it in from 3000 to 10,000 gal. lots. In many ways this has proved an advantage, for had the question of supply been more easily solved there would have been so great a rush for carburetors that the manufacturers would have been quite unable to cope with the demand. As it is, this business is growing at a reasonable rate and the supply is quite in keeping with the demand.

ASTLY, let us look at the capital cost and determine just where butane may be used with the best results. Generally speaking, any engine, whether stationary, tractor, truck or bus, that uses plenty of fuel, will pay for itself in a very short time. In many cases the \$100 to \$200 cost of equipping a vehicle is paid by fuel savings in a month or less, while the cost of the storage tanks is usually paid for in from 2 to 12 months.

Operators of one or two trucks are unfortunately not so favorably situated as operators of big fleets, for the ratio of the price of storage to the saving in fuel cost is proportionately much greater. However, when the change-over has been paid for, the advantages are very great, for butane is unquestionably a very much better fuel than the best gasoline obtainable.

It is really very surprising to some people that the price of butane is at present so low. The explanation lies, of course, in the law of supply

and demand. The price of 31/2 cents per gallon at the refinery is dictated chiefly by the cost of segregating and handling what has hitherto been a practically worthless by-product. When the price was recently raised, somewhat arbitrarily, to 6 cents per gallon the manufacturers could not sustain it and probably no business was ever done at that price. It quickly fell again and butane is now selling for 41/2 cents per gallon. It is probable butane will remain at 41/2 cents per gallon until there is sufficient demand to warrant an increase of price. Then the price will find its market level. By that time all those enterprising operators who have taken advantage of the present situation will have paid for their installations and will be well rewarded in addition. Should the price go up to the level of the best gasoline, their operating costs will still be substantially below those of the gasoline user.

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LET me now mention one or two points to prove that butane is fundamentally a fuel of great importance. Our early experiments immediately proved to us that 102,000 heat units of butane would take a vehicle just as far as 125,000 heat units of gasoline, so that we at once realized that no less than 23,000 heat units or more than 18 per cent of the gasoline was going straight through the engine unburned or partially burned. In many cases, indeed, the wastage amounted to 30 per cent to 40 per cent, particularly on engines running on heavy loads. Now it is economically unsound that there should be so great a drain on our natural resources if it can be prevented and the development of butane fuel is of great importance to our national economy.

Personally, we look forward with assurance to the time when liquefied gas, or something akin to it, will be the national fuel.



A Most Economical Fuel

COMMERCIAL CAR JOURNAL

# Something for Nothing

## Free Publications Which Are Yours for the Asking. Use the Order Blank

#### 22. How to Service Bearings

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THIS 52-page book, according to its preface, "is offered to the automotive service man in the spirit suggested by Theodore Roosevelt when he said that every man should contribute something to the industry or pursuit from which he derives his livelihood."

The book deals with the important functions performed in an engine by bearings, why they are designed and produced as they are, and how to service them. It is the work of Lowell C. Blomstrom, chief engineer of Federal-Mogul Corp.

#### 23. Cleaning Handbook

CLEANING in the sense in which it is used here covers a multitude of dirt. It covers the cleaning of soiled hands, of clogged radiators, of all types of floors, of parts and the stripping of paint, enamel and japan from metals.

The Magnus Chemical Co. presents this valuable information in a 32-page, well-illustrated book. It is a practical guide to the modern methods of cleaning in all types of repair shops and dealer show rooms and garages.

#### 24. Top Cylinder Lubrication

THIS booklet prepared by the Emerol Mfg. Co. deals with the interesting subject of top cylinder lubrication. It analyzes the lubrication requirements of an engine, describes what takes place within the cylinders of an engine and suggests solutions to the problems discussed.

This 20-page book will provide good reading for fleet men and service men interested in the problems of engine lubrication.

#### 25. Why Expand Pistons—and How

HERE is a booklet that goes into the question of why pistons slap and why engines become oil hogs, and then offers the cure for both alloy and cast-iron pistons. It argues the case of the piston expander, and is offered by Liberty Accessories Corp.

#### 26. Belt and Hose Catalog

THE B. F. Goodrich Rubber Co. has a large book of 68 pages which it calls its 1934 fan felt and radiator hose cata-

log. Thirty-two pages are given over to fan felt and radiator hose specifications for passenger cars, trucks, buses and tractors listed alphabetically and covering practically every piece of automotive equipment now in use. Twenty pages are devoted to tables showing the vehicles which can be serviced by each fan belt.

Of special interest are three pages giving detailed instructions for installing fan belts, with 12 illustrations.

#### 27. Truck Battery Data Book

GOODRICH also has issued an 8-page pamphlet, giving specifications and data for bus and truck service batteries.

#### ORDER BLANK

Please send me the following

#### Free Books

(Check numbers wanted)

- ☐ 22. How to Service Bearings
- 23. Cleaning Handbook
- ☐ 24. Top Cylinder Lubrication
- ☐ 25. Why Expand Pistons—and How
- ☐ 26. Belt and Hose Catalog
- ☐ 27. Truck Battery Data Book
- ☐ 28. World Bestos Catalog
- ☐ 29. Valve and Guide Catalog
- ☐ 30. Tin Plating Facts
- ☐ 31. Brake Lining Data Book
- ☐ 32. Legal Restrictions Book

Name .....

Title .....

Firm Name .....

Address .....

City and State .....

(Mail to Commercial Car Journal, Philadelphia, Pa.)

#### 28. World Bestos Catalog

WORLD Bestos Corp. has prepared its 1934 catalog of 32 full pages which it refers to as the most complete ever issued in the brake lining industry by any manufacturer. It is a most complete listing of this maker's products.

#### 29. Valve and Guide Catalog

THIS valve and valve guide catalog is the 1934 edition prepared by Toledo Steel Products Co.. It contains an alphabetical list of vehicles with the proper Toledo valve and valve guide numbers for each make and model. In addition it contains a master numerical chart, a numerical dimension chart and a progressive dimension chart for both valves and guides.

#### 30. Tin Plating Facts

HERE is a pamphlet, issued by Circo Products Co., that describes the advantages of tin-plated pistons and the tin-plating piston service which is now available through authorized jobbers. The folder tells how it is possible to fit castiron tin-plated pistons to as low as .001 clearance, and how the engine can be operated at practically full speed immediately after reconditioning.

#### 31. Brake Lining Data Book

THE 1934 edition of the Brake Lining Manufacturers' Association Automotive Data Book covering asbestos brake linings and clutch facings will be distributed about June 1. You can place your order for one now. The data book shows the number and size of brake linings and clutch facings for all car and truck models, including a majority of the 1934 models. It will also include a numerical list.

#### 32. Legal Restrictions Book

A 54-page booklet entitled "Truck and Trailer Size and Weight Restrictions" has ben prepared after exhaustive research and exhausting work (we speak from xperience) by the Four Wheel Drive Auto Co. This book will be sent gratis to any truck operator. Each state is given a separate page in this restriction tabulation.

MAY, 1934

# **Driving According to Hoyle**

A Book of Rules for Drivers of Automotive Vehicles to Promote Safety and Economical Operation

#### Foreword

HE driver should at once familiarize himself with the motor vehicle laws of his state and all local traffic ordinances. Remember that ignorance of the law is no excuse.

It is the duty of all persons responsible for the operation of vehicles to assure themselves that drivers are conversant with the law and with these rules before they are assigned to a ve-

By E. J. GRAHAM

Superintendent of Transportation Public Service Co. of Colorado

words, actions, and manners, as those of the Company. "A man is judged by the company he keeps," A Company is judged by the men it keeps.

3. The driver must never forget that the law gives right-of-way to pedestrians. To disregard this right leads to hostile feelings towards all drivers and especially towards the owner of the offending vehicle.



Mr. Graham

Don't depend entirely on jacks

hicle, and to insist all drivers be instructed in regard to all changes or additions to current laws and regulations.

#### General

- The Company desires to bring to the attention of all employees driving motor vehicles the need of caution and common sense at all times and under all conditions.
- 2. The driver must remember that he is the Company's representative, and that the Public will consider his

4. The driver must realize that the following acts will not be tolerated.

Use of intoxicants while on duty.
Racing with any other vehicle.
Horseplay while on duty.
Neglect of duty.
Disregard of orders.
Violations of any law or ordinance.

5. The driver shall not permit any person to drive or ride in the vehicle assigned to him unless so directed by his superior. Any unauthorized passenger may, in case of injury,

make the driver or owner of the vehicle personally liable for such injury.

The driver must see that all passengers are properly seated before proceeding, and he shall not permit riding on running boards, rear tail boards, or boarding or alighting from the vehicle while in motion. This rule does not, however, apply to mechanics in the line of duty. All doors should be free to open from the inside of vehicle even when locked. Locks or latches inoperative from inside the vehicle are forbidden.

Drivers shall not permit more than one other person to occupy the driver's seat at any one time. Unnecessary conversation while the vehicle is in motion is absolutely forbidden.

- Each driver is required to familiarize himself with conditions in the territory in which he usually drives, so that the routes involving the least congestion and delays can be used. Play streets, those passing schools, playgrounds or otherwise congested, should be avoided.
- Orivers will be held responsible for the proper care of tools and all other equipment furnished to the vehicle. Before leaving the garage, the driver should check his equipment. Tools and other equipment must be kept clean and neatly stored in the proper place. Loss or breakage of any article or the use of any spare equipment (as lamps, tires, etc.) must be reported at once.

Employees are expected to administer first-aid, to use the first-aid material provided, and in case of emergency to use the vehicle itself to aid injured persons or summon help.

#### Operation

9. Before leaving the garage, the driver must inspect his vehicle and assure himself that all the following details have been properly cared for:

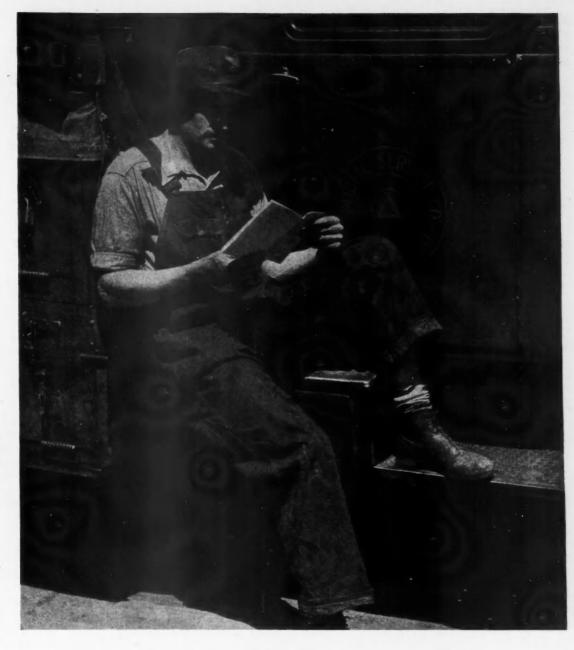
(a) Ample supply of gasoline, oil and water.

COMMERCIAL CAR JOURNAL

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Get accustomed to operating sounds

(b) Tires in good condition, and, if pneumatic, properly inflated.

(c) Brakes, lights, and control mechanism in good condition.

A brake test should be made before leaving the garage, or if that is impossible, within the first half block after leaving the garage. The brake test card must be in the car at all times.

If brakes are not functioning properly or there is any indication of an unsafe condition, a report must be made immediately to the Superintendent of Transportation, the Local Manager or other person having authority to order immediate repair. The vehicle must not be used without special authority as above.

(d) Windshield and license plates must be clean and the car must be generally clean and tidy.

(e) Chains must be used on orders from the garage authorities and at other



In accidents, get correct names

#### Filling a Need

The operating and safety rules given here can be applied successfully in fleets large and small.

They are published because so few fleets have set down rules for the guidance of their drivers. They fill the need. They are brief and to the point. times when necessary in the opinion of the driver.

10. Drivers should accustom themselves to the operating sounds of their vehicle, and should report any unusual condition on the regular report sheet before going off duty. If noted while on the job, serious conditions of this nature should be reported at once by telephone. Drivers must not attempt to make repairs except to change tires, or make minor adjustments with which they are familiar.

A daily report sheet must always be filled out and signed when returning a vehicle to the garage, either noting as "O.K." or stating the conditions requiring attention.

12. The driver must thoroughly familiarize himself with the control of any vehicle before attempting to drive it. (Next page, please)

MAY, 1934

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14. If starting equipment is out of order, of if vehicle has no self-starter, before cranking motor the driver must make sure that:

- (a) Spark is fully retarded.
- (b) Gear shift is in neutral.
- (c) Emergency brake is on.

He should then grasp the crank with thumb alongside first finger so that it does not engage crank handle, and so that handle can pull free from the hand in case of back-fire. The crank must always be pulled up. It should never be forced down or any attempt made to spin the motor.

15. A jack must not be depended on to support a vehicle which must be worked on from below. This is especially true when wheels have been removed. Blocking must be used either to support the weight of the car or to prevent rolling of the wheels.

16. When working on the street side of a vehicle, the workman must avoid stepping into the traffic lane without first making sure of clearance. At night, he must avoid blocking the view of head or tail lights with his body.

#### Accidents

17. In any accident involving personal injury or property damage, the driver must report by telephone as soon as possible to the Department of Safety and Claims and the Superintendent of Transportation, or, in outside districts, to the Local Manager. In this telephone report, he should state the place of accident, damage done, extent of any personal injury to the best of his knowledge, and name of license number of other party to the accident.

18. In case of accident involving personal injury, the driver's first thought should be the care of the injured. If the person injured is an employee of the Company, the Company Doctor for the district should be called or the injured person carried or sent to the Doctor. If the injuries are serious, the ambulance should be called and the injured person sent directly to the hospital. If the injured person is not an employee, the wishes of that person

#### **Thoughts For Drivers**

DRIVE your car as though it belonged to you, and remember that scratches and dents reflect on your ability.

Careless Driving is inexcusable and may result in serious injury to you as well as others.

Never block a street car or other vehicle. Remember that you are often a passenger and do not like to be delayed. Also, this is against the law.

Keep in line with the traffic and as far to the right of the road as you can.

Be on the Alert for signals from other drivers, for signals from traffic officers. Watch traffic signs.

Do Not crowd pedestrians, even though they are proceeding against traffic signs or lights.

Do Not "hog" the right-of-way. Remember that you will make friends or enemies for yourself and your company through your actions in driving your car.

should be consulted and a local Doctor, or police ambulance called, or other action taken according to the best judgment of the driver. The Company assumes no liability in such cases.

If it is necessary to leave the scene of accident before the police arrive, a Company employee should, if possible, be left there to give the necessary report. In any case the driver should, before leaving the place where the accident occurred, fill out the accident report blank furnished. The following information is absolutely essential:

- (a) Shield number of any officer.
- (b) Correct name and address of any injured person or persons.
- (c) Names and addresses of all witnesses
- (d) An accurate sketch showing how the accident occurred.
- (e) Name and license number of any persons or vehicles involved.

The utmost courtesy should be observed in making requests for names, addresses, etc. Even the testimony of late arrivals is often valuable. The driver should avoid any dispute or discussion with any individual as to the cause of the accident. No excuses should be made. The driver should state that he is required to report the accident.

19. It must be remembered that even the most minor accidents may have future consequences and that every accident must be fully reported.

#### Accident Prevention

20. The driver should exercise good judgment in the use of the horn, and should avoid making it an unnecessary nuisance. It should be used:

(a) When approaching points where the view is obstructed, as at cross-roads, alleys, etc.

(b) To warn pedestrians or children at play.

(c) To warn other drivers of intention to pass.

A driver must always have his vehicle under control and be prepared to make a sudden stop when close to pedestrians. Sounding the horn may only startle them and cause them to step into danger.

22. Drivers must be especially cautious:

(a) When backing. He should always have a clear view of the road behind or have a competent helper to guide him.

(b) When turning out from curb or making left turn.

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(c) Overtaking and passing another vehicle.

(d) At intersections.

(e) On grades.

(f) When road or street is slippery for any reason.

(g) When towing another car.

Towing should be attempted only when authorized by a superior, and with a tow line suitable for the purpose. Skid chains or other make-shifts must never be used for this purpose. The tow line must not exceed a length of 16 ft. between vehicles, and should be provided with a red flag in center by day or with a red light in center by night.

(h) At all posted RR crossings.

Whether these are guarded or not, the driver is responsible for stopping, slowing down, or otherwise making sure that he may cross safely. Stop signs on railway crossings should be obeyed but the driver is allowed some latitude in cases where accompanying automobile traffic is heavy and a stop becomes more dangerous than to continue on across the tracks. In all such cases, however, the driver must use extra caution to guarantee a safe crossing.

A vehicle should always be driven as close to the right curb or edge of the highway as possible. In city driving, this must be modified to some extent by the presence of parked cars, but it is desirable to leave as much (Turn to Page 36, Please)

COMMERCIAL CAR JOURNAL

## **Products on Parade**

**Descriptions of New Products Put** Out by GMC, Stewart, Marmon-Herrington, Oshkosh, Highway, Thornton, Skinner, Doman-Marks and Jarrett

#### T-16 GMC's Newest

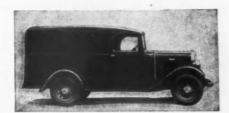
MENERAL MOTORS TRUCK CO. has jumped right into the midst of the highly competitive 11/2. ton truck field with its new model T-16, the base price of which is \$595. Its gross weight rating is 9300, while the weight of the chassis is 3105. Wheelbases are 131 and 157 in.

The price is the lowest ever carried by a GM truck of this capacity.

This entry in the current fight for business is in every way a worthy namesake of the 16,000 GMC model 16s that carried thousands of wounded doughboys from front lines to base hospitals during the Big Fight.

The powerplant is a new six-cylinder job with a displacement of 213 cu. in... 70 hp. at 3300 r.p.m., and maximum torque of 147 ft. lb. from 1400 to 1800 r.p.m. Other features include heavy. truck-type frames, with straight siderails; four-wheel mechanical brakes and full-floating rear axle.

A complete line of good-looking bodies is available in 12 attractive and durable colors. The cab provides driver comfort and a windshield of safety glass.



Stewart's rakish de-luxe panel body

#### **Smart Stewart Body**

TEWART MOTOR CORP. has designed a standard de luxe panel body, smart in appearance, and priced \$375 for the 7-ft. type; \$400 for the 8ft.. and \$450 for the 9-ft.

It is constructed of hard oak and ash. All outside parts are metal covered. The curved roof and sides give it a handsome and rakish appearance. Rear doors have new patented latches that prevent rattling and twisting.

Standard colors are Steward green or red. Other colors at extra cost.

#### **Herrington Adds 7**

EVEN new models have been added S to the Marmon-Herrington line of all-wheel-drive trucks. Two are gasoline-powered and five have Diesel en-

The five new Diesel models bring this type of Marmon-Herrington to the 5 and 6-ton fields. Eleven Marmon-Herring-

The new Diesel models are the THD310-4, 5-51/2-ton four-wheel-drive; THD310A-4, 6-ton four-wheel-drive; THD340-4, 20-ton four-wheel-drive: THD340-4, THD310A-6, 10-ton six-wheel-drive, and THD340-6, 35-ton six-wheel-drive.

The entire Marmon-Herrington line

now consists of five series of all-wheel-

drive trucks and truck-tractors with a

total of 28 different models ranging in

Seventeen gasoline-powered Marmon-

Herringtons now are available. The two

new models are the TH340-4, a 20-ton

four-wheel-drive, and the TH340-6, a

capacity from 11/2 tons upward.

tons now have Diesel engines.

35-ton six-wheel-drive.

#### Thornton Improved

ESIGN revisions have been made in the Thorton Tandem six-wheel unit for light trucks. The transfer case is now a split steel casting, upper and lower halves being separate for ease of assembling and servicing. The top half can be removed for inspecting.

On the larger ball bearings are located troughs for steady oil supply. The intermediate shaft is locked in the case, the gear cluster turning on the shaft and permitting a slight floating action for self-centering of the gear.

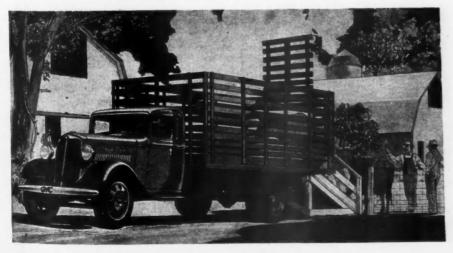
Lowering the trunnion shaft has decreased the height of center of gravity and given a more direct line of drive.

Dual, heavier springs are used on each side. Three wheelbases are now offered as standard although almost any variation is available.

#### New Oshkosh \$2085

OSHKOSH MOTOR TRUCK, INC. has a new 1½-2-ton four-wheeldrive chassis called the JB and listing at \$2,085. Standard equipment includes coupe cab, full electrical equipment and dual 7.00/20 tires. Weight of chassis

High rack body on the GMC T-16 for hauling livestock



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## Products on Parade

with cab is 5350 lb., and gross weight rating is 10,550.

One of the outstanding features is the improved Oshkosh steering ends. Steering is easy with no objectionable reaction in the steering wheel and a full 30-deg. angle turn can be made.

The engine is a six-cylinder Hercules JXB. A Warner four-speed with twospeed sub transmission gives eight speeds forward and two reverse. A low ratio of 80 to 1 is available and the high ratio makes possible a speed of 60 m.p.h.

The rear is full-floating, spiral bevel drive. There are two gas tanks, one on each side of the cab.

#### **D-M** Horizontalizes

DOMAN-MARKS ENGINE CO. now offers three horizontal air-cooled engines in addition to its regular line of vertical engines. These engines were originally developed for a foreign government, for installation in crawler-type tractors where low overall height is essential. This is a requirement in cabover-engine trucks.

The new horizontal engines, known as the 6AH line, are similar to three vertical engines produced by the company, the 6A-309, 6A-377 and 6A-400 (the last figures representing the piston displacement) except that they are laid on their sides, as it were. The principal changes for efficient operation had to do with the lubricating system.

#### Highway's New Frame

HIGHWAY TRAILER CO. has a new construction in its trailer frame which is said to obtain greater rigidity and a lightening of weight.

The improvement is in the cross-members, specially formed and shaped with jaw-like ends which fasten to the flanges



The Jarrett truck with the front-drive axle. Shows that front-drive axle does not affect the loading height

of the frame. These jaws inspired the designation "alligator trailer frame" for the new construction.

The patented design gives the crossmember a substantial trussing effect and simplifies manufacturing in that it enables direct side-rail to cross-member

Highway has also changed its screw jack supports. Tie rods are more rigid and rollers are equipped with roller bearings. A considerable saving in weight is effected.

#### A Smaller Skinner

LINE of oil purifiers with capaci-A ties ranging from 3 gal. in 24 hr. up, and automatic in operation has been brought out by Skinner Motors, Inc., of Detroit. The purification process, in effect a pressure filtering arrangement. removes even the finest particles of suspended matter in the oil.

Operating cost of the oil reclaimers runs from around 2c. per gal. reclaimed on the larger units to 4c. a gal. on the smallest size, based on an estimated current cost of 5c. per kwhr.

The filtering element consists of a large number of parchment-like discs. The principle is known as "edge filtration," the oil passing between the compressed discs rather than through the material. The oil, when it passes through, does so in virtually a vapor

A thermostatically-controlled lamp maintains the correct temperature.

At left-A section of the new Highway trailer frame showing the new type of cross-member with jaw-like ends, lighter and more rigid

At right-One of the new Skinner oil purifiers, modernized design which im-

#### Front-Drive Axle

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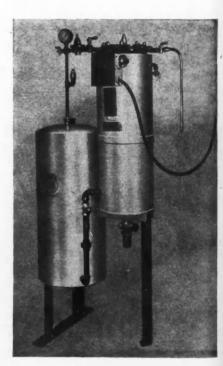
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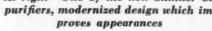
THE J. C. Jarrett Motor & Finance Co. announces availability of its patented front-drive axle for use in fourwheel-drive trucks and for converting conventional two-wheel-drive trucks to four-wheel-drive.

The axle is a full-floating, double, reduction type, the gears of which are interchangeable with those of the rear axle. The differential housing, brakes and brake drum assemblies are mounted on a motor trunnion which is assembled in the truck frame in the usual manner. The axle is mounted at the front of the engine, and occasions no increase in the loading height. Clearance required under the engine for the front-drive shaft is less than in conventional types.

Brake drums can be mounted either at the hub or on either side of the dif-

Light-type axles of this design will be supplied for front-drive passenger cars







## The Information Desk

#### Truck Output 185 Per Cent Ahead

March truck production, totaling 59,750 units, raised the first quarter total to 153,015 units, an increase of 185 per cent over the first quarter of last year.

The March total was 217 per cent better than the 18,822 production figure for March, 1933. It was an improvement of 28 per cent over the 46,574 units produced in February of this year.

March recorded the best production since May, 1930.

#### White Ups Wages

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A voluntary 10 per cent wage increase has been given the 3100 employees of the White Motor Co., according to an announcement by G. W. Smith, Jr., vice-president.

The increase, which became effective May 1, is the third general increase of 10 per cent given the employees of the organization since last August.

#### Studebaker Creditors Get Plan

A tentative reorganization plan for the Studebaker Corp. has been submitted to creditors, according to Dow, Jones & Co. Details of the plan have not been disclosed, nor is it known how soon definite action on reorganization can be expected.

#### Willys-Overland Resumes

Operations at the Willys-Overland Co. here were under way again Monday after a week's layoff to accumulate parts. About 3000 workers are on the payroll when production is in full swing.

#### Chevrolet 124,000 Ahead

Shipments to domestic, export and Canadian dealers by Chevrolet Motor Co. during the month of April totaled 109,706 units. This compares with 59,953 units in April, 1933. Year to date shipments, up to and including April 30, total 332,716 units as compared to 208,289 units in the same period of 1933.

#### Reo Shipments Boom

Reo shipments for April, according to Elijah G. Poxson, general sales manager, were more than three times those of April, 1933, and almost 50 per cent above March, 1934. Total shipments for the first four months of this year were two and a quarter times those of the same period a year ago, and equal to the total volume of shipments up to Aug. 5 of last year.

#### Rural Dealers Spurt

Ford production is now running in excess of 90,000 cars and trucks per month. Reports indicate that rural dealers, who have been more or less inactive for the last three years, are again doing business on a scale comparable to 1929, and some of these report that their volume of business thus far this year is greater than all of 1933.



D. E. Bates, New Reo President

#### **Bates Heads Reo**

D. E. Bates was elected president of the Reo Motor Car Company and R. E. Olds reelected chairman of the board at a directors' meeting which followed immediately after the stockholders had expressed confidence in the present management by an overwhelming vote.

Other officers named by the board were: George E. Smith, vice-president; Ray De-Vlieg, vice-president; George L. Brown, secretary-treasurer; Dean M. Parsons, assistant secretary and treasurer. Executive Committee: R. E. Olds, chairman; D. E. Bates, Ray DeVlieg and George E. Smith.

Mr. Bates, the new president, has been associated with Reo since 1905 and since Sept. 3, 1907, has served as secretary and treasurer and director. His selection is an extremely popular one with stockholders and dealers alike.

Mr. Bates disclosed that the company was in splendid position financially with a ratio of current assets to current liabilities of more than 9 to 1.

#### Dodge Sells 14,571

Dodge retail truck and commercial car deliveries in the first 18 weeks of the present year totaled 14,571, a gain of 505.6 per cent over the same 1933 period. Total sales for all of 1933 were 28,000.

#### Wilkening Gain 44.3 Per Cent

The Wilkening Mfg. Co., Philadelphia, announces that the sales volume on its Pedrick piston rings for the first quarter of 1934 is 44.3 per cent greater than for the same period in 1933. The Wilkening payroll is up 51.6 per cent.

#### Foley Incorporates

The general trucking business of William J. Foley, Portland, Me., has been incorporated under the name of W. J. Foley Trucking Co. William J. Foley is president and treasurer.

#### **Champion Presents Films**

Champion Spark Plug Co., through its field organization, is presenting a very complete series of sound on film production to jobbing organizations and the dealer trade. The program comprises four film subjects.

The first production covers the mysteries of the whys and wherefores of ignition systems; the second film, "Under Fire," traces the history and development of transportation and the vital part spark plugs have played in that progress; the third is packed with hair raising thrills showing the use of Champion spark plugs by racing champions; the fourth film, "Champions At Work," is a short merchandising film.

#### Fruehauf Expands Further

Harvey C. Fruehauf, president of Fruehauf Trailer Co., announces construction is nearing completion on a building planned especially for the service department. The addition represents the second recent expansion of the Fruehauf factory, a 40,000 sq. ft. body plant having been completed in January.

#### Team & Truck Convention

The National Team & Motor Truck Owners Association will hold its thirty-second annual convention at Cedar Point (Sandusky) Ohio, on July 15, 16 and 17. All local haulers, whether affiliated or not, are invited to attend. Business sessions are expected to develop vital discussions of the trucking code. E. Foster Moreton of Detroit is president of the association.

#### Engine Rebuilders to Meet

The twelfth annual convention and exhibit of the Automotive Engine Rebuilders Association will be held June 11 to 15 at the Hotel Sherman, Chicago, according to announcement made by John L. Heckman, president. Over 40 parts manufacturers will exhibit.

#### An Unusual Order

Bishop, McCormick & Bishop, Brooklyn, N. Y., Dodge dealer, recently ordered one entire day's output of the Dodge truck plant. Filling of the order calls for the production of exactly 300 Dodge Brothers trucks and commercial cars.

The various types of vehicles covered in the order were: Chassis and cab, 205; panel type trucks, 90, and commercial express type, 5.

#### **Bowman Federal Director**

At the annual meeting of the stockholders of the Federal Motor Truck Company, J. F. Bowman, vice-president in charge of sales, was elected to the board of directors.

## **Driving According to Hoyle**

(CONTINUED FROM PAGE 32)

space on the left available for other vehicles as possible.

Passing another vehicle from 24. Passing another the the rear at a point where the driver's view is obstructed, as on a hill, curve, or blind crossing, is positively prohibited.

#### **Driving Signals**

Standard arm signals must be 25. Standa used:

Right Turn-Left arm extended from the car and pointed upward.

Left Turn or Pulling Out From Curb -Left arm extended in horizontal posi-

Stopping, Slowing, or Backing-Left arm extending and pointing down.

In pulling out from the curb, the signal is not enough; the driver must see that he is in the clear.

#### Control of Vehicle

Coasting down hill with gear in 26. Coasting down in which are the prohibited. At a given speed, a greater distance will be required to stop a car when descending a grade than on the car level. Drivers must accustom themselves to the distances required for stopping their vehicles under different conditions of load, surface and speed.

Gears and clutch must be kept engaged at all times when moving. This will help to prevent skidding, and gives better control of the car. The clutch should be disengaged only to shift gears or just before the vehicle comes to a complete stop.

A smooth application of power 27. is an indication of a good driver. Allowing the clutch to engage violently or with a jerk, is an unnecessary strain on the entire vehicle and will eventually ruin the mechanism. Sudden opening of the throttle will result in similar damage if practiced.

Brakes should not be applied 28. Brakes should an suddenly unless this is necessary and an area and a product and a sary to prevent accident. A gradual application is more effective, far less harmful to tires and running gear, and causes less discomfort to passengers. A gradual slowing or stop also gives time for following cars to stop. A driver should also maintain sufficient space between his own and a vehicle which he is following, to stop if necessary.

No vehicle should be operated with Where defective defective brakes. brakes are noted while vehicle is in use, the garage should be notified and the vehicle not moved until the brakes are adjusted or repairs made.

It must be remembered that wet sur-

faces, ice, sleet or snow, loose sand or ruts, present hazards which can only be met by reduced speed and caution.

29. Driver and passenger a vehicle Driver and passengers should on the curb side, never from the roadway side if it can possible be avoided.

In mountain driving, it is de-30. In mountain distribution operating sirable from both operating and safety standpoints to descend grades in the same gear which would be required to ascend them. It is also desirable on a grade to shift to a lower gear before such action becomes an absolute necessity.

When it becomes necessary for 31. When it becomes necessary, and a driver to leave his parked vehicle, even for a brief period, before leaving the driver's seat, he should:

(a) Shift gears to neutral.

(b) Stop motor.

(c) Remove ignition key.

(d) Apply emergency brake.

(e) Lock all operating parts, for which keys are provided.

Vehicles should not be parked on a grade unless absolutely necessary. Where so parked, the vehicle should face up grade with the rear wheel cut in against the curb. When facing down grade, the front wheel should be cut against the curb. Lacking a curb, chocks must be used, preferably at rear wheels. Leaving vehicles with low or reverse gear engaged is not recommended.

#### Speed

Vehicles should be driven at a 54. moderate rate of speed, consistent with road and traffic conditions. A driver is required to obey local traffic laws. He must drive at a speed at which he has absolute control over his car and should adapt his speed to that of other vehicles in the accompanying traffic as far as possible.

#### Standard Equipment

33. Company are required to have Trucks and cars owned by the the following equipment in good condition and ready for use:

(a) Two headlights, with adequate bright and dim lights, and tail light.

(b) Tire chains.

- (c) Windshield wiper.
- (d) Rear-view mirror.
- (e) Fire extinguisher.

#### Right of Way

Right of way belongs to and must be yielded to:

(a) Railway trains and street cars.

(b) Fire and police cars and trucks.

(c) Ambulances and funeral processions.

(d) Pedestrians at crossings.

(e) All traffic on through streets or highways.

(f) All vehicles approaching from the driver's right.

It should be remembered that by most traffic codes all right of way is surrendered by a driver while making a left turn.

#### Loading and Unloading

35. The driver is responsible to the loading of the vehicle, The driver is responsible for whether it is part of his duty to assist in loading or not. The following rules must be observed:

(a) Local ordinances must be complied with.

(b) Load must be properly distributed and not piled too high.

(c) Projections of load over body lines which cannot be avoided must be properly marked with warning flags or lights.

(d) Load must be handled from the curb side of the street or road if at all

(e) Tail-boards, doors, and all detachable equipment must be made secure before proceeding.

(f) If passengers are authorized to ride, they must be seated in such a manner that no part of their persons can project beyond the body lines of the vehicle.

(g) The vehicle must not be overloaded and must be so loaded as to permit the driver a clear vision to the rear.

(h) Where necessary, ropes or blocking shall be used to secure the load and prevent its shifting while enroute.

(i) Where necessary, padding or bracing shall be used to prevent marring or injury to parts of the load.

#### Garage Repairs

Extension lights, soldering 36. irons, drills, and other electrical equipment must be in good condition when used on or near a vehicle.

Motors should not be permitted to run idle in the garage or other enclosed space unless a pipe or hose connection, or other proper ventilating system is provided to carry off exhaust gases to the open air.

#### Privately Owned Cars

All Company employees using 37. their private cars on Company business are required to have their brakes and lights inspected at least once in every ninety days, and to carry brake certificate at all times.

COMMERCIAL CAR JOURNAL

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## 90-Cent Truck Registration Fee Is Amply Justified

HE code of fair competition for the trucking industry provides for registration of all "for-hire" trucks, and payment of a registration fee of \$3 for each vehicle; also for registration of all not-for-hire trucks, and a registration fee of 90 cents each. Some interests operating trucks exclusively in their own business protested against this 90-cent fee on the ground that there was no reason why it should be required of them. General Johnson has approved the \$3 fee, but left the 90-cent fee for future determination, after hearings.

A WORD of explanation seems to be called for in this connection. One of the most important objects of the trucking code is to determine to what extent trucks actually come in competition with other modes of transportation. The railroads have charged that their loss of revenue has been in considerable part due to truck competition. On the other hand, the highway transportation interests have insisted that only a very small percentage of truck traffic is competitive with the rails. To the contrary, they insist that the trucks, in bringing business to rail-

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road stations or distributing it from them, make possible a large railroad tonnage that would never get to the rails but for the truck's service. They say that if detailed statistics of all the trucking operations could be had, and if it could be shown how great a share of truck tonnage is also rail tonnage, it would be found that the net result of all truck operations is actually to increase rather than decrease the aggregate of rail business.

THOSE who have most closely studied this question believe the truck people are right. They point out that of the 3,500,000 trucks in operation, not over 400,000 or 500,000 are doing "for-hire" business. They say that the remaining 3,000,000 trucks are, in effect, merely tenders to the railroads, originating freight and bringing it to the rails, or distributing it from them.

IT is important that the best possible statistics bearing on this controversy should be developed. The trucking code, with its requirements for registration of all trucks and for such reports as will indicate the character of

their business, aims to collate exactly these data. The national trucking code authority fixed the fee of 90 cents for not-for-hire trucks only after careful and expert consideration of the expenses of registering the vehicles, getting in the necessary reports, and analyzing the entire mass of information. Only thus can an accurate picture be presented of the entire industry; only thus can an authoritative answer be made to the exaggerated contentions of the railroads.

POR these reasons the friends of highway transportation believe the program of requiring registration and reports from all trucks is one of the most useful features of this code. They are convinced that if the plain truth were known about the service of the trucks as a whole to business and to the railroads, there would quickly be an end to demands for suppression of highway freight movement. It is therefore urged that everybody who uses trucking service, whether it is owned or hired, whether interstate or intrastate, ought gladly to pay the small fee and make the reports that will be asked.

## "Wanna Buy a Duck?"

(CONTINUED FROM PAGE 14)

In other words, it's a swell idea because "fair exchange is no robbery."

The fallacy of the notion is that while progress is being forced on the railroads, the truck industry will suddenly halt its epochal progress, curl up and offer nothing in the way of improved equipment or service to meet the keener competition of the railroads.

If this represents the best thought of transportation brain-trusters, they greatly and woefully underestimate the potentialities for improvement in the

manufacturing and operating branches of the truck industry. If the railroads improve their service (and they should), if they begin to reveal themselves as real competitors of the motor truck (and more power to them), the effect will be to accelerate the natural progress of the truck industry toward constantly lower operating costs, and to maintain the truck's competitive superiority.

THE real fear is that this does represent the best thought of the trans-

portation brain-trusters. Its effect when tied up with federal regulation of motor carriers is something to worry about. Because with regulation they could readily make their ideas regarding "economic spheres of operation" effective by refusing certificates of operation over routes extending into the so-called "uneconomic sphere." And—Well, do you wanna buy these ducks?

(For details of the merchandise report, see the April issue and page 19 of this issue.)

## Truck Makers and Dealer Group Confer on Code

MEETING was held May 9 between representatives of the truck manufacturing group and the National Automobile Dealers Association in an effort to arrive at a formula for the proposed supplementary code for trucks. At the meeting the following motions were adopted:

THAT the trade-in allowances on trucks should be based on a depreciation scale or scales and that

N.A.D.A. should prepare a depreciation chart or charts based upon sales records of used commercial vehicles and also from data to be submitted by the various manufacturers covering sales in the heavy truck group. When this information is compiled, it is to be submitted at a further meeting of the committee to determine the actual depreciation scale, or scales to be included in the proposed Supplementary Code.

A further motion was made that

N.A.D.A. should obtain all necessary data in connection with the building of a catalog listing the chassis, body types and special equipment for all trucks and estimated cost for producing such manual—the manufacturers to cooperate by furnishing all available data necessary in this work. This catalog would then be made available to all dealers at a cost basis. The initial expense would be underwritten by truck manufacturers.

#### 35,000 Shippers Swear

(CONTINUED FROM PAGE 19)

venience of store-door pick-up or delivery. This reason ranked next-to-last in the factors limiting the use of motor transportation. The factors and their relative importance judged by the percentages of shippers and of the traffic represented are shown as indications of the negative factors which must be overcome if motor freight transportation is to be further improved.

Reasons Limiting	% of	% of
Use of Motor	Ship-	Ton-
Transportation	pers	nage
Lack of responsibility	25	29
Failure to maintain regu		
schedule	16	15
Lack of uniform or definite ra	ates 12	16
Charges too high	10	12
Pick-up or delivery inconveni		5
Excessive loss or damage	3	2

FTER considering the relative im-A portance of store-door pick-up and delivery services as positive forces attracting shippers to use motor freight services and as negative factors limiting the use of motor transportation, the absolute importance of store-door freight services may be determined by consulting the evidence of 35,000 shippers. Approximately 60 per cent of the total number of shippers indicated that they desired both store-door pickup and delivery service, only 1 per cent wished pick-up service only, 13 per cent wished delivery service only, and 14 per cent had nothing to say on the subject. Only 12 per cent did not want either pick-up or delivery service.

If further light is needed upon the importance of the store-door freight services it is found in the answers of shippers and consignees in various parts of the United States. For purposes of examination and comparison the United States was divided by the Section of Transportation Service into seven major territorial divisions and four terminal areas. It is noteworthy that the demandfor store-door delivery exceeded consistently the demand for store-door pickup in all territories, and that the demand for both services was usually greater in the great metropolitan centers where the volume of traffic is particularly heavy.

THE demand for pick-up and delivery services is not confined to a few lines of business but evidence has heretofore not been available that would serve to indicate the relative demand for the services in representative businesses. All of the evidence on this point cannot be offered because of lack of space, but sufficient data are produced to convince the most skeptical that the demand is not confined to a limited range of businesses.

The percentage of shippers in selected representative lines of business activity indicating that store-door pick-up and delivery services are influential reasons for their use of motor freight transportation; and the percentage indicating that the inconvenience of pick-up and delivery services is a deterring influence are shown below.

Such overwhelming and consistent testimony shows clearly the value of store-door collection and delivery services to motor carriers in their efforts to give shippers what they want.

=

	% Shippers Crediing Pick-up*	% Shippers Credi	% Shippers Claim ing Limitation†	
Business Auto parts & accessories	72	78	4	
Beverages	60	74	6	
Books, stationery &	00			
printing	56	70	6	
Boots and shoes	56	68	6	
Building materials	38	54	6	
Candy, confectionery &				
baking goods	64	84	6	
Chain stores	54	76	12	
Clothing, millinery &			-	
hats	38	50	8	
Cotton	54	54	6	
Department & dry goods	34	62	4	
Dry goods, wholesale	54	64	12	
Drugs and chemicals	54	72	8	
Fruits and vegetables	38	60	10	
Furniture & household				
goods	50	76	8	
Groceries	44	70	6	
Iron, steel & hardware.	56	68	8	
Leather & leather arti-				
cles	60	70	6	
Machinery & Tools	58	64	8	
Metals	58	68	8	
Packing house products				
& cottonseed products	46	62	10	
Paints & varnishes	68	82	6	
Petroleum products	52	62	4	
Porcelain, china &				
enamelware	52	74	10	
Rubber & rubber goods.	70	80	8	
Textiles	52	62	10	
Tobacco, cigars & ciga-				
rettes	50	68	6	
Miscellaneous	42	56	8	
Jobbers	50	66	6	
* Less briefly-Dersent	200	of ok	innar	e

\* Less briefly—Percentage of shippers indicating that store-door pick-up and delivery services are factors impelling them to use motor freight service.

† Less briefly—Percentage of shippers indicating that inconvenience of store-door pick-up or delivery is a factor limiting use of motor freight service.

### The Retail Truck Code

(CONTINUED FROM PAGE 11)

truck dealers being sold out over night to the exclusive truck dealers. It would tip every prospect for a Ford, Chevrolet or Dodge truck.

I sound that note of warning to show the necessity of building a truck identification catalog. (And let me say that such a catalog would look more like a New York City telephone book than the present Guide Book.) That catalog would be placed in the hands of local executive committees and the dealer could obtain his information from this neutral body.

THE next consideration is the time depreciation scale following the one suggested in the truck manufacturers' proposed code. We discovered that a hardship had been worked on the trucks handled by Dodge, Ford and Chevrolet dealers because the depreciation scale presented an entirely too severe rate of depreciation, compared with the actual resale value of those units. However, before a satisfactory depreciation scale can be established it will be necessary to determine how much should be given the dealer as a handling charge, whether 5, 10, 15, 20 or 25 per cent.

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The other consideration is this: We can't leave in the present Guide Book a <sup>3</sup>/<sub>4</sub>-ton listing and <sup>1</sup>/<sub>2</sub>-ton listing, so called, and then establish on the end of that a time depreciation for trucks of higher rating because there is absolutely no interlocking of rating. You would have an absolute difference of opinion and would have two formulas working.

MY suggestion is that the provisions, covering the valuation of used commercial vehicles be taken out of the motor vehicle retailing code and replaced with a new time depreciation scale to cover all commercial vehicles.

There is a possibility, at this time, that we may have to employ two time depreciation scales for it is contended that trucks in the very heavy class with slow engines (engines that turn 1400 to 1500 r.p.m. and do virtually no speed work on the highway, move slowly and carry heavy load) have a longer life than the truck commonly sold for regular work. That is a contention and not an established fact. We are attempting now to establish the fact that it is not true.

ENERALLY, that presents to you G the broad view of how we propose to go about this rather complicated job of building a truck code. Now the question is how you propose to go at it. If you all conclude that it is necessary and agree with me that a truck catalog should be built in order not to sell out passenger car dealers to the independent truck manufacturer group, that is number one. Second, we should prepare some method of handling this, and third, if you determine on a time depreciation scale, I would assure you there will not be in excess of two such scales. The change to a slower rate of depreciation will be a long ways up from a ton and a half. It will break nearer three tons.

COMMERCIAL CAR JOURNAL

#### COMMERCIAL CAR JOURNAL'S

# TRUCK SPECIFICATIONS TABLE

The Commercial Car Journal's Truck Specifications Table is brought up to date in each issue from data supplied monthly by truck manufacturers

#### KEY TO ABBREVIATIONS AND REFERENCE MARKS

#### GENERAL

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IRNAL

Chassis Price—Chassis price quoted applies to the standard wheelbase and specifications listed. All prices are

Chassis Price—Chassis price quoted applies to the standard wheelbase and specifications listed. All prices are F.O.B. factory.

\*\*\*—List price not yet established. Ready next issue.

Ready next issue.

Tonnage Rating—Where a spread of ratings is given the maximum ratings are for ideal operating conditions and the minimum for extremely difficult conditions; the ranges between are for varying operating conditions.

Gross Vehicle Weight—Is chassis weight, plus body an icab, plus payload. Gross vehicle weight given for a model is based on maximum recommended the size and not on tree listed as standard equipment.

Chassis Weight Stripped—Includes gas, oil and water and all things included in chassis price. Does not include the weight of cab.

Maximum Brake H. P. at Qiven R.P. M.—Is actual dynamometer reading without accessories.

Tractors—Unless given the designation N (meaning not available as tractor), all standard models may be assumed to be available as tract rs.

(A) All Torque and Brake Horsepower values listed are based on engine outputs with all Standard Equipment Accessories running and are the same values obtaining with the truck on the road in actual operation.

(N) Not available as tractor.

(T) This designation accompanying a model number indicates chicle is specifically designed for tractor use only.

c. o. e.—Cab-over-engine design.

(3) Corbitt—Larger engines and corresponding auxiliary units provided on all models at extra cost.

(4) Day Elder—Model 75—14 ton—same specifications except price—\$945, and larger tire size—B6.00/20 front and DB6.00/20 rear.

(5) Dodge—F-61 available as special tractor truck with 146-inch wheelbase with model designation of F-60, at \$2645. K-61 available as special tractor truck with 146-inch wheelbase with model designation of F-60, at \$2645. K-61 available as special tractor truck with 146-inch wheelbase with model designation of F-60, at \$2645. K-61 available as special tractor truck with 146-inch wheelbase with model designation of F-60, at \$2645. K-61 available as sp

venicle weight 6,000 lb., price \$502, has same specifications as H30 except tires which are 7.50/17 and lighter rear springs.

(6) General. Motors—Models T-18 to T-61 inclusive are also available for export only as coach chassis. Double reduction axies optional at extra cost in Models T-43, T-43T, T-95 and T-51. Trailing type axies available on Models T-85, T-95 at price deduction. Optional size engines available on Models T-85, T-85H, T-95, T-10 and T-130 at varying costs. Chassis prices and weights on all cab-over-engine models include the cab.

Gramm—Larger engines and corresponding auxiliary units provided on all models at extra cost when type of service demands. Wheelbases and body mounting dimensions may change to suit special requirements. Double reduction axies available on all models except AX and BX.

Gross weight indicated for each model in the table is the straight rating.

Series CXH is supplied with Hercules JXB engine in Model CXHB.

(7) Grass Premier—Eight cylinder engines available on following models: 835 with Lyc. GU at \$1515 list; 865 with Lyc. IF at \$4230: 875 with Lyc. AE

(8) Le Moon—Model 600 available with Lyc. AEC at same cost. Models 701 and 801 available with Waukesha 68RL at same cost.

(9) Le Moon—Model fines model has equipped with Cummins Model H Diesel engine.

†Reo—Model ID is the longer wheelbase edition of Model IB. The frame dimension is 722½ x \(\frac{1}{2}\). It is furnished at extra cost.

†#Reo—J2 same as 3H except wheelbase of 170 in, and price of \$1695 \(\frac{1}{2}\) the same as 3H except wheelbase of 170 in, and price of \$2085; 3K

(13) Marmon-Herrington—Available with Hercues Diesel engine. Price on

with Hercutes preses the state application.
(14) Ford—Rear axie ratios 5.14 and 6.6 optional on 1½-ton trucks.
(15) Mack—Chassis price and weight include cab.
(16) Biederman—Will furnish Continental, Hercutes, Waukesha and Lycoming engines at the buyer's option.

MAKES—ALL

AB American Bosch,
A LaF—American La France,
AL—Auto Lite.

A Lar—American as a state of AL—American as

Det—Detroit Lubricator.
DO—Detroit Gear and Machine.
DR—Delco Remy.

Eat—Eaton.
Ei—Eisemann.
En—Governor built in engine
EV—Electro-Vac (gov.) Pierce.

Fe—Fedders.

GO—G, & O.

Ha—Handy (governor).

Ha—Hannum (steering gear).

HaS—American Car & Fdry.

Her—Hercules.

Hr—Harrison

HS—Merchant & Evans (clutch).

HS—American Car & Fdry. (governor).

Jac—Saginaw.

Jac—Saginaw.

Jac—Saginav Jo—Jones. KP—Handy.

KP—Handy.

L—Lockheed.
Li—Lipe, W. C.

LN—Leece Neville.
Lo—Long.

LO—Lockheed front, Own rear
Lyc—Lycoming.

Mc—McCord.

Ma—Marvel.

Me—Merchant & Evans.

MM—Mechanics Mach.

Mo—Modine (radiator).

Mo—Modine (radiator).

My—Mallory.

my—Mailory.
NE—North East.
No—Not supplied.
ns—No Standard.
O or Ow—Own.
Op or Opt—Optional.

Or Ow—Own.
Op or Opt—Optional.
Pe—Pierce (governor).
Pe—Perfex (radiator).
PS—Peters & Snead.
RB—Robt. Bosch.
Ro—Rose.
Sc—Scintilla.
Sch—Wheeler-Schebler.
Snu—Shuler.
SpB—Spicer and Blood.
Spi—Spicer.
Ste or St—Sterling.
Str—Stromberg.
Til—Tillotson.
T or Tilm—Timken
TWH—Timken Wisconsin Herrington
WO—Warner Gear.
Wa—Waukesha.
Wor Wis—Wisconsin.
Wo Waukesha.
Wor Wis—Wisconsin.
Ws—Westinghouse.
Yo—Young
Zen—Zenith.

same as 3H except 185 in. wheelbase and price of \$2155. 3M same as 3H except 205 in. wheelbase.

(11) Studebaker-S-2 in 141 in. and 165 in. wheelbases has 6 it in. frame depth.

(12) White—Each model shown is furnished with different specifications for different tonnage ratings.

—Factory governed speed 2400 r.p.m.

(12a) White—Special prices for each installation.

BRAKES—SERVICE

Location

2/4—Two wheels, rear only.

2/4—Two wheels through drive wheels through drive the special prices for each installation. 2—Two Wheels, rear only.
2/4—Two-wheel brakes effective on all four wheels through driveshaft.
4/6—Brakes on four rear wheels effective on all wheels through driveshaft.
T/4—Brake on transmission effective on all four wheels through driveshaft,
4—Four Wheels, front and rear.
4—Four Wheels, front and rear.
5—Six Wheels, front and rear.
9—Propeller shaft.

#### Operation

#### **BRAKES—HAND**

#### Location

C—Center of double propeller shaft, 2—Rear wheels, 4—Four wheels, 8—Worm or bevel gearshaft. 1—Transmission, 1—Driveshaft,

D—Tru-Stop disk. I—Internal. X—External.

#### BRAKE DRUMS Material

Material

a—Cast alloy iron.

A—American Car Fdry.

C—Centrituse

D—Dayton.

E—Ermalite.

G—Gunite.

H—Hunt Spiller.

C—Cast iron.

p—Pressed steel.

S—Cast steel.

(Where a combination of any of the above is used, the first reference mark applies to the front and the second to the rear drums.)

#### CLUTCH

#### Type

D—Multiple disk. dp—Double plate. O—Plate in oil. P—Single plate

#### ENGINE

## Valve Arrangement

F—Inlet valve in head; exhaust valve at side. H—In head. L—"L" head, valves at side. T—Inlet and exhaust on opposite sides.

#### Camshaft Drive

Piston Material
A—Aluminum alloy.
B—Semi-steel.
C—Cast iron.
N-Nickel iron.
S—Aluminum alloy with strut.

#### Main Bearings -Rear main bearing.

## Oiling System

CC-Pressure to main, connecting rod and camshaft bearings.

FP—Pressure to main, connecting rod camshaft bearings and piston pins.

PC—Pressure to mains and connecting rod bearings.

PG—Pump, gravity and splash.,

PS—Pressure with splash.

#### FRAME

#### Type

I ype

L—'I' Beam.

C—Channel tapered front and rear.

L—Channel reinforced with liner.

B—Channel reinforced with both liner and fishplate.

P—Channel reinforced with plate.

TL—Channel tapered front and rear reinforced with liner.

D—Drop Center

Ti—Tapered front

X—X-Braced

## **FUEL SYSTEM**

#### Fuel Feed

E—Electric pump.
G—Gravity.
M—Mechanical pump.
P—Pressure.
V—Vacuum.
B—Bosch
C—Cummins

### **REAR AXLE**

Final Drive and Type

B—Bevel.
C—Chain.
D—Dead.
F—Full-floating
2—Double Reduction.
S—Spiral bevel.
W—Worm.
w/2—Worm or Double Reduction
Optional.
34—Semi-floating.
34—Three-quarter floating.

#### Drive and Torque

A—Radius Rods and Torque Arm. H—Hotchkiss, (springs) R—Radius Rods T—Torque Arm. U—Torque Tube.

#### SPRINGS

Auxiliary Type

4-Semi-elliptic abo
springs.

4-Quarter elliptic.
C-Coll spring.
N-No.
0-Optional. above or below main

#### TIRES

B—Balloon.
DB—Dual Balloons.
P—High Pressure Pneumatics.
DP—Dual High Pressure Pneumatics S—Solids.
DS—Dual Solids.
Pneumatics at extra cost.

#### **TRANSMISSION**

#### Location

A—Amidships, J—Unit with jackshaft. U—Unit with engine.

Auxiliary Location

No-Not furnished.

O2-2 speed axle unit optional at extra cost.

Op—Optional at extra cost.

A—Amidships.

R—Rear of amidships main transmission.

U—Unit with engine.

#### WHEELS DRIVEN

2C—Center pair of rear wheels
2R—Rear pair of rear wheels.
4F—Front and center pair of rear wheels.
4R—Four rear wheels.
6—Six wheels.

1	aı	ENE	RAL	(See	Keynote	)	TIRE	SIZE			MAJO	R U	NIT	rs					FRAM	E
				peq	eight	(ped)			ENGI	NE	TRANSMI	SSIC	N	REA	R A	XLE			su o	
MAKE AND MODEL	Tonnage Rating	Chassis Price	Standard Wheelbase	Max. W. B. Furnished	Gross Vehicle Well	Chassis Wt. (Stripped)	Front	Rear	Make and Model	No. of Cylinders Bore and Stroke		Forward Speeds			Gear and Type	Drive and Tore	QE RAT	In Low	Side Rail Dimensio	Type
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MAKE AND MODEL	Tonnage Rating	Chassis Price	Standard Wheelbase	Max. W. B. Furnished	Gross Vehicle Weight	Chassis Wt. (Stripped)	Front	Rear	Make and Model	No. of Cylinders Bore and Stroke	Make and Model	Location and Forward Speeds Aux. Location and Speeds	Make and Model	Gear and Type	Drive and Torque	QE RAT	ARS MOT UI	Side Rail Dimensio	Type
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T				E	OINE D	ET.	AIL	s				FU	EL ST.	ELI	CAL	2			FRONT AXLE		В	RAK	ES		BODY	MOI DA	UNT-	SPI	RINGS
	Fiston Displacement	Compression Ratio	Torque Ib. ft.	N.A.C.C. Rated H.P.	Max. Brake H.P. at R.P.M. Given		Camshaft Drive	Number and Diameter	Length	Oiling System Type	Governor Make	Carburetors Make	Fuel Feed	Ignition System Make	Generator, Starter Make	Clutch Type and Make	Radiator Make	Universal; Make	Make and Model	Steering Gear Make	Make, Location of Type, Operation	Lining Area	Drum Material	Hand Location, Type	Cab to Rear of Frame	Cab to Rear Axle	Width of Frame	Front	Rear Auxiliary Type
13 3 3 4 1 1 5 3 3 1 1 1 1 5 3 3 1 1 1 5 3 3 1 1 1 5 3 3 1 1 1 9 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5	11177777777777777777777777777777777777	$\begin{array}{c} 066688414147777705555691123331264222222777774411108822266266766855576\\ 0666884141477777055556911233312642222227777744111088222662667666555576\\ 066688414141477777055556911233312642222222777774411108822266266766766655576\\ 066688414141477777055556911233312642222222777774411108822266266766766655576\\ 066688414141477777055556911233312664222222277777441110882226626676676676676676667667667667667667$	132 132 132 132 132 132 132 132 132 132	222222223333333333444423333277738338388885666666733332223333333333333333333333333	62-3000 170-	LULULLULLULLULLULLULLULLURFFLFFLUFFLULLULLULLULLULLULLULLULLULLULL	000000000000000000000000000000000000000	CC7-23 A7-3 A7-3 A3-23 A3-23 B4-23 B4-23 BB4	5.6.3.3.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4	CCCCCCCCCCCCCCCPPPPPPPPPPPPPPPPPPPPPPP	Mo Mo Mo En Mo Mo Mo Mo Mo Mo	Carr Carr Carr Carr Carr Carr Carr Carr	MMMMMMMMMMMMMMMMMMMMMMMMMMMMMMMMMMMMMM	DR DRR DRR DRR DRR DRR DRR DRR DRR DRR	DR	P.BBB P.BBB P.BBBLL P.BBLL P.B	Fee Free Free Free Free Free Free Free	Own 100 own 10	Own	Own	O41H   D41H   D41H	35:55 35:55 35:55 35:55 48:35 48:36 48:37	aaaaaaaaaaaaaGGGGGGGGGGGGGGGGGGGGGGGGG	TXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX	119   115   115   115   115   115   1162   117   117   117   117   117   117   118   162   151	9773 9773 9773 9773 9773 9773 9773 9773	36 34 34 34 34 34 34 34 34 34 34 34 34 34	41 x2 25	4812 14 NN N

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	a	ENE	RAL	(See	Keynote	)	TIRE	SIZE			MAJO	OR UNI	TS					FRAM	E
				hed	eight	(pedd)			ENG	INE	TRANSM	SSION	REA	RA	XLI	Е		suc	
MAKE AND MODEL	Tonnage Rating	Chassis Price	Standard Wheelba	Max. W. B. Furnished	Gross Vehicle Weig	Chassis Wt. (Strip	Front	Rear	Make and Model	No. of Cylinders Bore and Stroke	Make and Model	Location and Forward Speeds Aux. Location and Speeds	Make and Model	Gear and Type	Drive and Tore	GE RAT	In Low	Side Rail Dimensions	Type
GP. (7 635   645   645   645   645   645   645   645   646   645   6	22335234512223333334555122233333345571222233335557122223333555712223333555571223333555571223333555712233335557122333355571223333335557122333333355571223333335557756775677567756775677567756775	2650 3800 6600 11100 11485 2420 2005 2420 3285 3285 3285 3285 3285 3285 3285 3285	1622 Opp Opp Opp 1188 1466 1588 1566 1558 1569 1692 1692 1692 1692 1692 1692 1692 16	179 Opp Opp 1118 Opp Opp 1118 1201 1212 12201 1128 1201 1128 1201 1128 1201 1128 1201 1128 1201 1128 1186 1186 1186 1186 1186 1186 118	15000 18000 220000 18000 25000 19000 24000 12900 12900 12310 15550 15560 18165 165500 19500 224000 225000 28105 35620 11000 18000 12000 18000 10000 10000 10000 10000 10000 10000 10000 12750 18750 18750 24000 228000 228000 228000 120000 120000	5775 7600 9450 6000 6500 9450 6000 6500 9450 6450 6450 6450 6320 6320 6320 6320 6320 6320 6320 632	BS. 25/20 BS. 25	B6.00/20 B6.00/20 P32x6 DB6.50/20 DB6.50/20 DB6.50/20 DB6.50/20 DB732x6 DB6.50/20 DB732x6 DB6.50/20 DB732x6 DB732x7 DB	Her JXB Her JXC Her JXC Her WXC Her WXC Her WXC Her YXC Her YXC Her YXC Her YXC Her XB Her RXB Her RXB Own D Wau XAH Wau XAH Lyc 8AH Lyc 8AH Lyc 8AH Lyc 8AH Lyc 8AH Lyc 48LH Own FAB-3 Own FBB Own FBB Own FBB Has 151 Has 152 Own FBB Has 151 Has 152 Has 152 Has 152 Has 152 Has 154 Has 156 Has 156 Has 156 Has 160 Has 16	4-38/4 x 1/2 6-34/4 x 1/2 6-	Fu MKU Fu 5A380 Fu 5A380 Fu 5A380 Fu 5A380 Fu 5A380 Fu 6A38 Fu 6A58 Fu 6A530	U 4 N N N N N N N N N N N N N N N N N N	Tim 53200H Tim 53200H Tim 53200H Wis 70000L Wis 1337H Tim 54200H Tim 5420H Tim 76733H Wis 1237H Wis 1737K Wis 19027 Tim 55200H Tim 55200H Tim 55200H Wis 1627KH Wis 1737H Wis 1627KH Wis 1737H Wis 1627KH Wis 1737H	265252525244545454545555555555555555555	HHRRRHHHHHHHHHHHHHHHHHHHHHHHHHHHHHHHHHH	6.3 6.5 6.5 6.8 8.6 6.8 7.1 9.8 9.1 9.1 1.1 1.1 1.1 1.1 1.1 1.1 1.1 1.1	42. 9 47. 8 61. 0 Opt 61.	9x 4x3 10x3 1x 4 10x3 1x 4 10x3 1x 4 12x3 1x 4 14x3 1x 4 14x3 1x 4 8x3x	TTTTTTCC

=	Ī	_		EN	NGINE DI	ЕТА	ILS				1	FU	EL ST.	EL	EC-				FRONT		ВІ	RAK	ES	1	BODY	MOL		SPI	RINGS
	ent	10		H.P.	*	nt		BEAR		De De				Make	Make	Make				, k	SER	VICE		»da	a me				
Line Number	Piston Displaceme	Compr	Torque ib. ft.	N.A.C.C. Rated	Max. Brake H.P. R.P.M. Given	Valve Arra	Camshaft Drive	Numbe	Length	Oiling System Ty	Governor Make	Carburetors Make	Fuel Feed	Ignition System	Generator, Starter	Clutch Type and	Radiator Make	Universals Make	Make and Model	Steering Gear Ma	Make, Location Type, Operation	Lining Area	Ma	Hand Location, T.	Cab to Rear of Fra	Cab to Rear Axie	Width of Frame	Front	Rear Auxiliary Type
2 2 3 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	298 298 428 369 3428 428 428 428 428 428 428 428 428 428	6.6.6.6.6.6.6.6.6.6.6.6.6.6.6.6.6.6.6.	324 4 283 234 280 2 280 2 3 3 5 6 2 3 3 6 6 2 3 6 7 7 1 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	233 7773 333 459 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6	1125-2690   110-2800   110-2800   110-2800   125-2690   125-2690   125-2690   125-2690   125-2690   125-2690   125-2690   125-2690   107-2690   107-2690   107-2690   107-2690   107-2690   107-2690   107-2690   107-2690   107-2690   107-2690   107-2690   107-2690   107-2690   107-2690   107-2690   111-2290   111-2290   111-2290   111-2290   111-2290   111-2290   111-2290   111-2290   111-290	FFFFFFFLLLLLLLLLLLLLLLLLLLLLLLLLLLLLLL	300000A0000000000000000000000000000000	14-256 17-256	8 市市公司	COCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCC	NOWAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAA	Zen z	MM	MYYMDRR MYDRR AALLALAL AAL AALLALALALALA AALAA AALAA AALAAA AALAAAAAA	DR DR DR ALL ALL LN DR	P.B.B.B.B.L. 101 P.P.P.P.P.P.P.P.P.P.P.P.P.P.P.P.P.P.P.	Ow Ow Ow Ow Ch Ch Ch Ch Yo Yo Yo Yo Yo Yo Yo Yo Yo Yo Yo Yo Yo	sapis	Tim 30000H Tim 35000H Tim 3632-3 Shu 610-103 Shu 632-3 Shu 610-103 Shu 663-13 Shu 610-103 Shu 663-13 Shu 610-103 Shu 663-13 Shu 610-103 Shu 632-3 Shu 632-3 Shu 633-11 Shu 610-103 Shu 663-11 Shu 610-103 Shu 652-3 Shu 15582 Shu 15582 Shu 15582 Shu 15582 Shu 15582 Shu 15582 Shu 15592 Shu 1592	ROSS ROSS ROSS ROSS ROSS ROSS ROSS ROSS	All HV   IAI HV   West   A   Bet M   Bet M	3326 405 360 360 360 360 355 355 355 355 355 355 355 355 355 35	a a a a a a a a c o p p p p o G G G G G G G G G G G G G G	DDDDDDDDDDDDDDDDDDDDDDDDDDDDDDDDDDDDDDD	Opt	866/2 1566 1566 1566 1566 1566 1566 1566 156	3344444	40   x 3   y 40   x 3   y 40   x 3   y 43   x 3   y 44   x 2   y 44   x 2   y 44   x 2   y 44   x 3	54x3 55x3 55x3 55x3 55x3 55x3 55x3 55x3

AME

	GE	NER	AL	(See	Keynote		TIRE	SIZE			MAJO	R U	NITS					FRAM	E
MAKE AND MODEL	ge Rating	s Price	ard Wheelbase	W. B. Furnished	Vehicle Weight	s Wt. (Stripped)			ENGI	Cylinders nd Stroke	TRANSMI	space	Jepo	REAR /		GE RAT	105	Rail Dimensions	
	Tonnage	Chassis	Standard	Max.	Gross	Chassis	Front	Rear	Make	No. of Bore a	Make	Forward Spe	And Sp.	- Jes		Drive n Hi	In Low	· p	-
Dmort	111222333344514411112233333445144111122333334444664566668 1112223344545	095, 2650 (2850)	1304 1150 1150 1150 1150 1150 1150 1150 11	130 130 130 130 130 130 130 130 130 130	11000	6100 6100 6600 7600 6600 7600 6600 7600 6750 675	P32x6 P34x7 P36x8 B8.25/20 B8.25/20 B9.00/20 B9.00/20 B9.00/20 B10.50/20 B10.50/20 B10.50/20 B6.50/20 B6.50/20 B6.50/20 B7.50/20 B8.25/20 B9.75/20	DP32x6 DP34x7 DP36x8 DP34x7 DP36x8 DB8.25/20 DB8.25/20 DB9.00/20 DB9.00/20 DB9.00/20 DB9.00/20 DB9.00/20 DB9.00/20 DB9.00/20 DB9.00/20 DB10.50/24 B6.50/18 DB6.00/20 DB7.00/20 DB7.50/20 DB7.50/20 DB9.75/20 DB7.00/20 DB7.00/20 DB7.00/20 DB7.00/20 DB7.00/20 DB8.25/20 DB9.00/20 DB7.50/20 DB7.50/20 DB7.50/20 DB7.50/20 DB7.50/20 DB7.50/20 DB8.25/20 DB9.00/20 DB9.00/20 DB9.00/20	Own Con 20C Con 20C Con 20C Con 20C Con 20C Her WXC Her WXC Her WXC Her WXC Her WXC Her YXC Her XC Con 25A Wau ML Wau ML Wau ML Wau MS Wau MS Wau MS Wau MS Wau MS Wau GSRL Wau AB Wau AB Wau Wau GSRL Wau Wau GSRL Wau Wau Wau Lye	6-3 % x 5 6-3 % x 4 6-3 % x 5 6-3 % x 4 6-4 x	Own 100 Own 100 Own 100 Fit 5A-38 Fit 5A-38 Fit 5A-38 Fit 5A-38 Fit 5A-53 Fit 5A-53 Fit 5A-53 Fit 5A-53 Fit 5A-53 WG T9 WG T9 WG T9 Own UC7 Own UC9 Ow	00040444444444444444444444444444444444	2   Own	SFFFFFFFFFFFFFFFFFFFFFFFFFFFFFFFFFFFFF	COST OF STATE OF STAT	RRRRRRRRRRRRRRRRRRRRRRRRRBHHHHHRRRRRRRR	#22, 2, 7, 7, 8, 8, 8, 2, 2, 3, 7, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1,	79% x33% x3% x4 the the thirty x3% x3% x4 the thirty x3%	PPPPPPPPCCCLLLLLLLLLLLLLTTTTTTTTTTTTTTT

ENGINE DETAILS	FUEL ELEC- SYST. TRICAL	FRONT	BRAKES	BODY MOUNT-	SPRINGS
Compression Ratie Torque ib. ft. N.A.C.C. Rated H.P. at R.P.M. Given Valve Arrangement Camshaft Drive Piston Material Diameter Diameter Cangh	retors M seed on System	Clutch Type and Make Radiator Make Universals Make	Steering Gear Make Make, Location Type Operation Lining Area Drum Material Hand Location, Type	Cab to Rear of Frame Cab to Rear Axle Width of Frame	Pront Rear Auslary Type
$\begin{array}{c} 88200 4.8   150   29.4   54-1800   L   C   S   7-2 \%   10   H   F   S   7240 4.6   150   26.3   688-2400   L   G   C   4-2   5   84   H   F   88240   4.6   150   26.3   688-2400   L   G   C   4-2   5   84   H   F   89240   4.6   150   26.3   688-2400   L   G   C   4-2   5   84   H   F   89240   4.6   150   26.3   688-2400   L   G   C   4-2   5   84   H   F   89240   4.6   150   26.3   688-2400   L   G   C   4-2   5   84   H   F   89240   4.6   150   26.3   688-2400   L   G   C   4-2   5   84   H   F   89240   4.6   150   26.3   688-2400   L   G   C   4-2   5   84   H   F   89240   4.6   150   26.3   688-2400   L   G   C   4-2   5   84   H   F   89240   4.6   150   26.3   688-2400   L   G   C   3-2   5   10   14   14   14   14   14   14   14$	The color   The	P. Lo	Ros   LAIH	88	41x21/4 54x3 41x21/4 54x3

		QE	NER	AL	(See	Keynote)		TIRE	SIZE			MAJO	R U	NIT	rs					FRAM	E
					peq	eight	(ped)			ENGI	NE	TRANSMI	SSIC	N	REA	R A	XLE			. 900	-
	Wheels Driven-o-	Tonnage Rating	Chassis Price	Standard Wheelba	Max. W. B. Furnished	Gross Vehicle Wei	Chassis Wt. (Stripped)	Front	Rear	Make and Model	No. of Cylinders Bore and Stroke	Make and Model	Forward Speeds	and Speeds	Make and Model	Gear and Type	d Torqu	In High	In Low	Side Rail Dimensions	Type
Four-Wheel-D										_				1			II	i	1		
Coleman	2345556716622234655577777777442334556716222868334445555767122883345586767128833455867671288334586767128833458676712883345867671777774423345867671288334586767177777442334586767177777442334586776777777442334586776777777442334586776777777442334586776777777442334586776777777442334586776777777442334586776777777442334586777777744233458677677777744233458677677777774423345867767777777442334586776777777774423345867767777777744233458677677777777777777442334586777777777777777777777777777777777777	150 6 3-1-2 153 44 15 0 150 150 150 150 150 150 150 150 15	3385 4135 4135 5135 5135 5135 5785 4800 6300 2656 6300 2656 5450 4856 5545 4850 6300 4856 5135 5135 5135 5135 5135 5135 5135 51	130 130 130 144 144 Op Op Op Op Op 174 120 138 124 147 147 147 147 147 147 147 14	180 180 180 180 180 Op Op Op Op Op Op Op Op Op Op 174 160 179 179 179 179 Op Op Op Op Op Op Op Op Op Op Op Op Op	42000 11000 13000 16000 15500 19500 19500 22000 221500 23500 337000 60000 72000 10000 14000 21000 24000 31000	8000 9600 9600 9600 9600 9600 9600 9600	B9.00/24 B9.75/24 B10.50/24 B11.25/24 B11.25/24 B11.25/24 B11.25/24 B11.25/24 B11.25/24 B11.25/24 B11.25/24 B11.25/24 B10.50/24 B10.50/20 B7.50/20 B8.25/20 B10.50/20 B10.50/20 B10.50/20 B10.50/20 B11.25/20 B10.50/20	DB10.50/24 P34x7 P9.00/20 P9.75/20 S36x6 B10.50/24 B11.25/20 B11.25/20 B11.25/20 B11.25/20 DB10.50/20	Wau SRL Wau SRL Wau SRL Wau SRK Wau SRK Wau SRS Wau SRS Wau SRS Wau 125 Her JXC Her WXC3 Her WXC4 Her YXC3 Her HXC Her WXC4 Her YXC4 Her WXC5 Her JXC Her WXC5 Her WXC5 Her WXC6 Her HXB Her HXC6 Her HXB Her HXC6 Her HXB Her HXC6 Her WXC6 Her RXB Her RXC6 Her RXB	1	Own U BL 706 BL 714 Own U BL 714 Own U BL 515 BL 714 Own U BL 524 BL 1724 BL	0AUUAUUAUUUUUUUUUUUUUUUUUUUUUUUUUUUUUU	OOP 2 OOP 2 2 OOP	Wis CR15 Wis CR26 Wis CR30 Wis CR30 Wis CR30 Wis CR22 Wis CR122 Wis CR122 Wis CR122 Tim 53200H Tim 54200H Wis 4916L Wis 1237H Tim 5620H Wis 1237H Tim 6672W Own H Own U Own U Own M Wis 131 W Own M Own M Own M Wis 131 W Own M Own Thm Own M Own FM Own FM Own FH	BF BF 2F BF		$\begin{array}{c} \text{Opt} \\ \text{Oopt} \\ \text{Oopt} \\ \text{Oopt} \\ \text{Oot} \\ $	Opt	10x2   5x x x x x x x x x x x x x x x x x x	CCCCCCCTCCCCCCCCPPPPPPFFTTLLLLLLL
9 0 0 Diamond T 801 11 1201	2C 6 6 4R 6 4R 6 4R 6 4R 44R 44R 44R 44R 4	5-7 1/2 2-3 4 3-5 -7 1/2 5-7 1/2 5-7 1/2 10-15 1	5729 6388 8900 11300 11690 116	O Open O	2 224 1 Opp 1 Opp 2 Opp 2 Opp 2 Opp 3 Opp 4 Opp 5 Opp 6 Opp 6 Opp 6 Opp 6 Opp 7 Opp 7 Opp 8 Opp 8 Opp 8 Opp 9 1849 9 219 9 1845 8 2119 9 1855 8 2100 8	28000 48000 46000 50000 21000 25000 32000 38000 40000 58500 20000	3900 11700 11700 11800 1290 1290 1290 1290 1290 1290 1290 12	5 B8.25/20 0 B6.50/20 0 B7.50/20 0 B7.50/20 0 B7.50/20 0 P34x7 0 P36x8 0 B9.00/22 0 B9.75/20	BD8.25/20 DB6.50/20 DB7.50/20 DB7.50/20 DB7.50/20 DB7.50/20 DB7.50/20 DB9.36x8 DB9.00/22 DB9.75/20 DB9.00/20 DB9.75/20 DB9.00/20 DB9.75/20	Con 32B Con E602 Lyc AEF Con 20R Con 21R Con 21R Con 21R Con 21R Her HXB Con 16H Her HXC Her JXB Her RXC Her RXC Her RXC Her RXC Wau 6-80 Wau 6-90 Wau 6-125 Wau 6-126	6-4/x4/x4/x4/x4/x4/x4/x4/x4/x4/x4/x4/x4/x4	Fu 5A38 2 Fu 5A38 3 Fu 5A53 3 BL 615 4 BL 607 5 Fu 5A53 6 BL 607 8 BL 734 8 BL 707 8 BL 734 8 BL 554 8 BL 60 8 BL 70 0 Wn 0 BL 70 0 Wn 1 BL 234 8 BL 734 8 BL 744 9 WG T9 9 GC A6A88 9 Fu 6A38 9 Fu 6A	0000A0A0A00000AAAA00000000000000000000	ODAANNANANNINNNNNNNNNNNNNNNNNNNNNNNNNNNN	Tim SBT-25 2 Tim SD75H 2 Tim SD75H 2 Tim SD75W 3 Tim SW15T 5 Tim SW25T 5 Tim SW25T 5 Tim SW25T 6 Tim SW25T 7 Tim SW25T	8	TARARARARAHRARHHKRARHHKRARARHHHHHHHHHHHH	6.1. 7.3. 7.3. Opt 8.1. 8.1. 8.1. 8.1. 8.1. 8.1. 8.1. 8.1.	4 4 48	5 8 14 x 3 x 14	BTTTCTTTTTCCCCCPPPPPCCCTCTCTTTTTBCCLLCCPPPPPTTTTTT

Platon Displacement

Line Number

	_	_	EN	GINE D	ETA	IL	8		1	1	1	FUE	L.	ELE	C-				FRON	T		В	RAK	ES		BODY	MOU	UNT-		SPRI	NOS	_
Piston Displacement	Compression Ratio	Torque Ib. ft.	N.A.C.C. Rated H.P.	Max. Brake H.P. at R.P.M. Given	Valve Arrangement	aft Dr	Piston Material	Number and Diameter	Length 52.	Oiling System Type	Governor Make	Carburetors Make	Fuel Feed	Ignition System Make	Generator, Starter Make	Clutch Type and Make	Radiator Make	Universals Make	Make and Model		Steering Gear Make	Make, Location, SS Operation	Lining Area	Drum Material	Hand Location, Type	Cab to Rear of Frame	Cab to Rear Axle	Width of Frame		Front	Rear	Auxiliary Type
4284 4685 4686	144.44.44.44.44.44.44.44.44.44.45.55.54.44.4	$ \begin{array}{c} 2800 \\ 295 \\ 3366 \\ 4100 \\ 400 \\ 2400 \\ 400 \\ 400 \\ 2400 \\ 400 \\$	453.448.824.848.848.848.848.848.848.848.848	5   138 - 250   125 - 130   12	L L L L L L L L L L L L L L L L L L L	GGGGGGGGGGGGGGGGGGGGGGGGGGGGGGGGGGGGGGG	CCCCCAAACCAAACCCCCCCCCCCHHHHAAAAAAAAAAA	7-2-2-3-3-4-1-3-3-3-3-3-3-3-3-3-3-3-3-3-3-3-3	13 13 15 15 12 12 12 17 17 17 12 13	FPP FPP CCC PCC PCC PCC PCC PCC PCC PCC	Han Han Noo Noo Han	Zele Zele Zele Zele Zele Zele Zele Zele	PPPPPMMMMMMMVVMMGMMMMMMMMMMMMMMMMMMMMMM	DR DDR DR DDR DDR DDR DDR NNE ENNE ENNE	DR D	P.BB D.Fu D.Fu D.Fu D.Fu D.Fu D.Fu D.Fu D.Fu	Pe P	Blo	Own-W Own-W Own-W Own-W Own-W Own-J Own J	500 000 000 000 000 000 000 000 000 000	Ross Ross Ross Ross Ross Ross Ross Ross	O41M   B41M'   O4A   A	1 476 1 476	PPOGG a a a GGGGGGGGGGGGGGGGGGGGGGGGGGGG	TZ TZ TZ TZ TZ FI FI FI FI FI FI FI FI FI FI FI FI FI	88 88 119 119 1109 109 121 112 112 112 112 112 112 112 112 11	1100   800   465   556   733   722   722	36 36 36 36 36 36 36 36 36 36 36 36 36 3	48.400 400 400 400 400 400 400 400 400 400	33	Sx3	COCCOCCENTRATERION SEN SEN EN E
67 68 70 71 72 73 74 75 76 77 78 81 82 83 83 84 88 88 89 99 99 99 99 99 99 99 99 99 90 100 100	360   428	426656555444444444444444444455544445544445688222782298	276 4 4 4 4 4 4 6 6 4 6 1 6 4 6 1 6 4 6 1 6 1	$0.8 \mid 90-24 \mid 4130-200 \mid 6106-2000 \mid 610$	2500 2800 2600 2600 2600 2200 2200 2200 22	LLHHHHLLLLLLLLLLLLLLLLLLLLLLLLLLLLLLLL		C1 - 2 - 2 - 2 - 2 - 2 - 2 - 2 - 2 - 2 -		1 25 3 3 3 3 7 3 7 0 2 2 2 4 2 2 7 6 1 7 2 3 3 3 1 1 1 1 0 0 1 2 2 3 3 3 3 7 3 7 0 2 2 2 4 2 2 7 6 1 7 2 3 3 3 1 1 1 1 0 0 1 2 2 3 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	PPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPP	py ZZZZZZZZZZZZZZZZZZZZZZZZZZZZZZZZZZZZ	en	MIL	RRRRRRRRRR LLLANDRR IIII	R P.B. R	PPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPP	E SI	joi Wis Foi Wi	775AE 330000 2211 V 775AE 330000 2211 V 775AE 330000 2211 V 7450 2311 V 7450 2311 V 7450 26450 26450 26450 26450 26450 2705 3102 23450 2705 3102 23450 2705 3102 2345 1 7135 1 2744 1 715 1 2744 1 715 1 2744 1 715 1 2744 1 715 1 2744 1 715 1	3 R R R R R R R R R R R R R R R R R R R	Ros Ws Ros Ws Ros Us Ros L6 Ros L4 Ros L5 Ros L5 Ros L6 Ro	IIIA IIA IIA IIA IIA IIA IIA IIA IIA II	50- 78- 78- 72- 55- 45- 55- 62- 62-	TTTTTTTTTXIIII	D 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	opt O O O O O O O O O O O O O O O O O O O	pt pt pt pt pt pt pt pt pt pt pt pt pt p	344 334 334 334 334 334 334 334 334 334	40x2 \\ 46x3 \\ 46x2 \\ 41x3 \\ 42x2 \\ 42x3 \\ 42x2 \\ 42x3 \\ 42x2 \\ 42x3 \\ 43x3 \\ 50x3 \\ 40x2 \\ 43x3 \\ 40x2 \\ 43x3 \\ 40x2 \	50x4	x34 342 344 344 444 444

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Type

	lers	a	ENER	RAL	See	Keynote	r	TIR	E SIZE		-	MAJ	OR UNI	TS				FRA	ME
	Wheel		hase nished							ENG	INE	TRANSM	ISSION	REA	R A	XLE		suo	
MAKE AND MODEL	Wheels Driven-6-	Tonnage Rating	Chassis Price	Standard Wheelba	Max. W. B. Furnished	Gross Vehicle Wei	Chassis Wt. Strip	Front	Rear	Make and Model	No. of Cylinders Bore and Stroke	Make and Model	Location and Forward Speeds Aux. Location and Speeds		Gear and Type	Drive and Torque	GEAR RATIO	le Rail Dime	Type
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### "Farming" Crops Costs

(CONTINUED FROM PAGE 23)

are mileage records of three tires: first, 28,488 miles; second, 31,257, and third, 31,797.

W E have been experimenting with retread tires. One put on in October, 1932, lasted until September, 1933, and produced 8477 miles as against 10,611 on the same tire when new—and this on a truck hard on tires. These tires new cost twice as much as retreading, thus demonstrating that the retread gave us one-fifth less mileage but at one-half the cost. Here is one put on October, 1932, which has traveled 12,204 miles and is still going strong. Incidentally, these retreads do better on the front end than on the rear.

A NOTHER thing that has saved us money is an oil reclaimer. We have not bought any new oil for many months because we find that by removing the non-lubricating foreign matter, we have restored the oil to its original value. We have also found it was bad practice to take the drainings out of a

crankcase and throw it right into the reclaimer, because the foreign matter has been all stirred up. Now we let a drum of oil settle at least a week before we reclaim it.

The pump with which we draw the reclaimed oil out of the drum is set 8 inches from the bottom of the drum, so that the pump will not reach the settled heavy ends, the remaining 8 inches at the bottom is thrown away. By this method we can now use filter pads four or five times and as they cost 50 cents a piece, this is quite a saving in itself.

Our oil costs us around  $7\frac{1}{2}$  cents per gallon to reclaim. We also have an oil analysis made once a month which is a helpful guide.

AT the present time we are having our fleet checked by precise instruments to find out what part or parts, if any, are not functioning 100 per cent. This check consists of testing battery, cables, wiring, condenser, coil, plugs, timing and air fuel ratio. When this check is completed we will repair or replace any parts found defective. We believe the more efficient you keep your fleet, the cheaper it is to operate.

Trucks are greased monthly regardless of mileage, and the oil is also changed on a monthly basis. The savings achieved by keeping adequate records pay big dividends for the time consumed in keeping them.

A daily record is kept of the amount of oil and gas consumed by each unit and if either is high a check is made to find the cause. When we find the cause it is corrected.

W E have found that drivers are always in a hurry, that they whip their trucks around corners, and this high speed is reflected in the cost of maintenance.

We experimented with various makes of governors to find one to curb the fast driving. The drawbacks to most makes were that either a driver could tamper with it, changing the pre-determined speed by various tricks, or in a tight place where power was necessary to avoid an accident, certain types would cut off. In the make we are using at the present time, these disadvantages have been overcome. They are key-set and cheat proof.

These governors are set at 30 miles per hour, which we think is fast enough for truck operation. This means a speed of 44 feet per second, and the minimum stop you can expect to make with four Piston Displacement Compression Ratio

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wheel brakes is 25 feet. Increase your speed to 35 miles per hour, and the minimum stop is 42 feet while the average is 56 feet.

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If you fix the throttle at 20 miles per hour and get 30 miles per gallon of gas, and then set the speed up to 30 miles per hour you only get 19.7 miles per gallon, and if you change to a speed of 40 miles per hour, you get 18.3, and at 50, your mileage has dropped to 15.9 per gallon. The operation of efficiently governed units will surely help to dry up the red ink well. Governors not only keep drivers from speeding, but also effect dollar and cent savings on gasoline and oil consumption, tire mileage, brake linings, engine wear, and the very important item of accident avoidance.

WE are members of the Baltimore Safety Council who awards prizes semi-annually to the fleet who operates the greatest number of miles per accident. In the last six months we operated 140,570 miles per accident. We only had one accident in the six months, and that was on the last day of the contest. We have been the winner twice in the past two years.

We keep a record of each driver's

performance for the year under the heading of responsible and non-responsible accidents. In the event of a driver operating his vehicle 12 months without a responsible accident, he is given a safe driver's certificate by the Safety Council, and the men value these certificates highly.

Closer supervision, driver education, and watching the man behind the wheel are big factors in holding down mileage costs. We find conference methods helpful in which the men will ask questions and the answers are given by fellow drivers which will sink in better than if you tried to get results by simply issuing orders.

# Handy Filters Require No Replacements

A NEW line of automatic or semi-automatic oil filters with a new metallic element requiring no replacement is announced by the Handy Governor Corp.

The filter element is a cage with a number of openings. The outside of this cage is threaded and in the threads is laid a continuous tinned steel wire, wound around the cage. The thickness of the wire determines the degree of filtering fineness required by various installations. Spacings of openings range from .0004 in. to .0044 in.

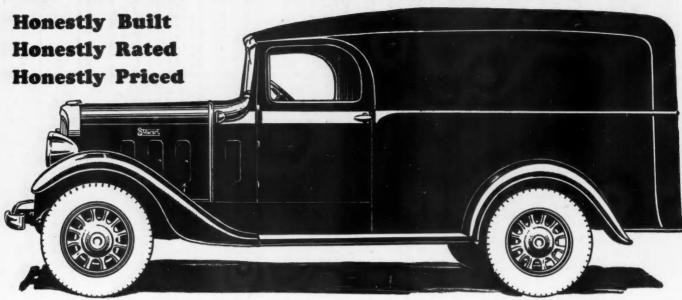
The cleaning method is on the backwash principle. On the inside of the filter element is a shoe which can be rotated so as to register successively with each of the apertures in the filter cage. When so registering, the pressure in the filter produces a reverse flow of oil through the screen, the oil and entrapped dirt passing out of the filter through an orifice in the shoe and drilled leads in the shoe-operating crank.

For replacement installations and also for factory equipment this filter is available in either manual or intermittent cleaning type. The intermittent type is externally installed with a ratchet arrangement provision for the crank turning the shoe in the filter. This can be hooked up to clutch or brake pedal, and the backwashed oil and dirt returned to the crankcase.

The filter must, of course, be installed on the pressure side of the pump.

The manual control type is provided with a drain plug for cleaning.

# STEWARTS...



Stewart owners do not figure depreciation on a one or two year basis; they know by experience that a Stewart will last for many years.

Ability to stay on the road and out of the repair shop has earned the world-wide reputation — "Stewart Trucks have won—By costing less to run."

Before you buy any truck, see the Stewarts. Check them point for point with other makes. Try a road test. Get behind the wheel and you'll get the true picture of what modern truck performance should be. Stewarts are built by an exclusive truck maker. They're honestly rated, honestly priced, designed in a wide range of models and wheelbases to meet every trucking need. 1 Ton De Luxe Panel like dri uni

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## MODELS Bevel Axle

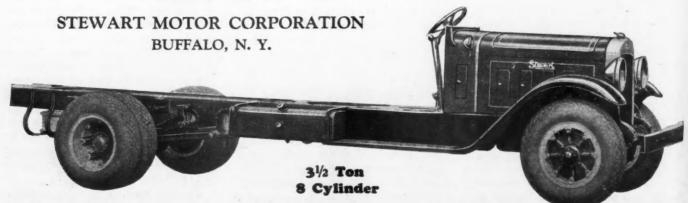
3/4	Ton6	Cyl.
1	Ton6	Cyl.
11/2	Ton6	
2	Ton6	Cyl.
21/2	Ton6	Cyl.
3	Ton6	Cyl.
3	Ton8	Cyl.
31/2	Ton8	Cvl.

### Worm or Double Gear Reduction

31/2	Ton6	Cyl.
31/2-5	Ton6	Cyl.
31/2-5	Ton8	Cyl.
5-6	Ton6	Cyl.
7-8	Ton6	Cyl.

Bodies for Every Business





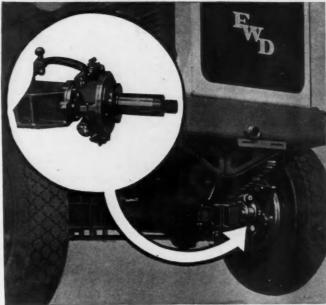
Stewart Trucks have won-By costing less to run

# WINDONTY OF MICHIGAN I ISSAULO

# Controlled Power..

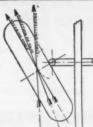
The FWD front axle permits easy steering while power is applied to the front wheels. It is exactly like a rear axle except at the steering ends. The drive to the wheels is effected through single universal joint at the outer ends of the axle shafts,

which freely transmits the power to the wheels in any steering position. The axle universal joint is entirely enclosed in a ball and socket joint (shown in inset), which carries the front axle load and permits easy steering. The simplicity and efficiency of the FWD front axle steering and driving ends accounts for its perfect operation. Twenty-three years of engineering refinement gained through the successful operation of more than 30,000 trucks has made this steering knuckle the most trouble-free unit. It actually requires less attention than the steering ends of a non-driving front axle.





The propelling force to the front axle of the FWD truck is always in the same direction in which the truck is steered, regardless of whether it is straight ahead or not. The tendency to skid has been areatly reduced.



The propelling force (push) to the front axle of a rear drive truck is always straight ahead. This force works against the steering force when the wheels are cramped, which has a tendency to make the truck skid.



TRUCKS
BACKED BY N

	THE FOUR WHEEL DRIVE AUTO COMPANY, Clintonville, Wisconsin Canadian Factory: Kitchener, Ontario
5	☐ The Snow Removal Problem ☐ Use of Extreme Pressure Lubricants ☐ 1934  Size and Weight Restrictions for Every State in U. S. ☐ Effects of Front  Wheel Stability on Public Safety ☐ Report by Purdue University Regarding Efficiency Test ☐ Cutting Costs with the FWD Road Maintainer.
	MrTitle
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N	ATION-WIDE SERVICE

MAY, 1934



### MARMON-HERRINGTON

Indianapolis, Indiana, U. S. A.

### FOR REAL ECONOMY

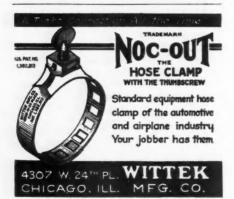
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### BATTERIES

### FOR EVERY TYPE TRUCK

THE ELECTRIC STORAGE BATTERY CO.
Philadelphia

The World's Largest Manufacturers of Storage Batteries for Every Purpose Exide Batteries of Canada, Limited, Toronto



### GM San Diego Branch

Fair's Truck & Car Service in San Diego, Cal., has become General Motor Truck Co. San Diego Factory Branch. Rudy Toussaint has been appointed zone manager. Rene Fair is service manager. Quarters are at 832 K Street.

### News

(CONTINUED FROM PAGE 35)

### Fulton and Brink

Dodge Brothers Corp. has appointed V. M. Fulton South Detroit district representative succeeding A. C. Graham, who has been transferred to the company's home office. H. L. Brink succeeds F. R. French as the North Detroit district representative.

### Winchester Gets Zone Post

Frank Winchester, who was with Motor Wheel for 10 years as sales engineer in the truck wheel division and for the past year with General Motors Truck as sales engineer at the factory, is now with the General Motors Truck Branch in Detroit as zone transportation engineer.

### Cook Named by Cosart

Lee Cosart, manager of the Chicago region of the Dodge sales organization, announces the appointment of J. A. Cook, as truck representative in the Chicago city district of the Chicago region.

### **Chevrolet Service Changes**

Expansion of the Chevrolet parts and service division at the factory is indicated with the appointment of two new assistants to M. D. Douglas, general parts and service manager. The assistants are l. W. Thompson and C. W. Wood, formerly regional parts and service managers at Buffalo and St. Louis respectively. They are succeeded by P. Eliason and R. P. Bruner.

### Woolsey Represents Stewart

The Stewart Motor Corp. announces that W. S. Woolsey will represent Stewart trucks in Eastern New York State, as well as the State of Connecticut and Northern New Jersey. Mr. Woolsey will make his Eastern headquarters at the Hotel Douglas, Newark, N. J.

### Perkins Joins White

Dow W. Perkins, formerly with the Mack company and S. P. A. Truck Corp., has joined the Coach Division of The White Co.



Production
and
Custom Built
Body Equipment
Vocationally Designed
LUCE MANUFACTURING CO.

Lansing, Michigan

### DEMOUNTABLE TRUCK BODIES

WRITE FOR CATALOG

ROLOFF, INC. KENDALL SQUARE BOSTON, MASS.

### IT'S EASY TO GET

### Genuine Gunite Brake Drums

It isn't necessary to take "semething just as good"—ever 200 warehouse stocks are maintained in various parts of the country.

Insist that the drums you buy carry the Gunite Label—demand that Extra mileage and Extra Braking power at a lower cost per mile.

FREE—Send for our big 1934 Catalog which lists replacement drums for every make of ear, truck or bus.

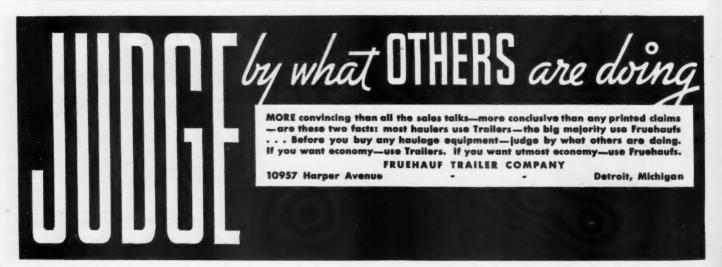
### GUNITE FOUNDRIES CORP.

Dept. CC-5

Rockford, Ill.

### Rose With American Cable

American Cable Co. appointed Joseph H. Rose, formerly with Owen-Dyneto Co. to assist in the sale of automotive products manufactured by the American Cable Co., namely, Tru-Stop brakes, etc. He will work out of the Detroit office.



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